

November 27, 1961

BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Oper

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PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

MONO LP's	RUNAROUND SUE, Dion, Laurie King of Kings, Original Movie Music, M. Roxsa, MGM JOAN BAEZ, VOL. II, Vanguard
STEREO LP's	NEVER ON SUNDAY, Connie Francis, MGM
SINGLES	UNCHAIN MY HEART, Ray Charles, ABC-Paramount

★ NEW ACTION LP's

Albums getting initial dealer action in major markets and have not yet hit BMW's Top LP Chart.

MONOPHONIC	I LIKE IT SWINGING, Buddy Greco, Epic MY HEART SINGS, Tony Bennett, Columbia BLOCKBUSTING DIXIE, Al Hirt, Verve SAD MOVIES, Lennon Sisters, Dot
STEREOPHONIC	HE'S THE KING, Al Hirt, RCA Victor MILK AND HONEY, Original Cast, RCA Victor BONGOS FROM THE SOUTH, Edmundo Ros, London DANCING IN WONDERLAND, Bert Kaempfert, Decca PERCUSSION AROUND THE WORLD, Various Artists, London

★ LOCAL SINGLES BREAKOUTS

These new records, not yet on BMW's Hot 100, have been reported getting strong sales action by dealers in major market (s) listed in parenthesis.

AFTER ALL WE'VE BEEN THROUGH . . . Maxine Brown, ABC-Paramount 10255 (Stalwart, BMI) (Pittsburgh, Washington)	THEME FROM KING OF KINGS . . . Flex Slatkin, Liberty 55372 (Robbins, ASCAP) (Dallas-Fort Worth)
LETTER FULL OF TEARS . . . Gladys Knight, Fury 1054 (Betalbin) (Philadelphia)	TURN ON YOUR LOVE LIGHT . . . Bobby Bland, Duke 344 (Don, BMI) (New Orleans)
DOOR TO PARADISE . . . Bobby Rydell, Cameo 201 (Lowe, ASCAP) (New York)	SEVEN DAY FOOL . . . Etta James, Argo 5402 (Davis, BMI) (Dallas-Fort Worth)
I NEED SOMEONE . . . Belmonts, Sabrina (New York)	MOTORCYCLE . . . Tico and Triumphs, Amy 835 (Wajoma, BMI) (Milwaukee)
TURN AROUND, LOOK AT ME . . . Glenn Campbell, Crest 1087 (American, BMI) (Milwaukee)	DON'T WALK AWAY FROM ME . . . Dee Clark, Vee Jay 409 (Roosevelt, BMI) (New York)
LITTLE MISS U.S.A. . . . Barry Mann, ABC-Paramount 10263 (Aldon, BMI) (Chicago)	NORMAN . . . Sue Thompson, Hickory 1150 (Acuff-Rose, BMI) (Minneapolis-St. Paul)
FLY BY NIGHT . . . Andy Williams, Columbia 42199 (Sea-Lark, BMI) (Dallas-Fort Worth)	THE WANDERER . . . Dion, Laurie 3115 (Schwartz-Disal, ASCAP) (Milwaukee)
SOMETHING YOU'VE GOT . . . Chris Kenner, Instant 3237 (Tune-Kel, BMI) (New Orleans)	WALKIN' BACK TO HAPPINESS . . . Helen Shapiro, Capitol (Bourne-Rank, ASCAP) (Milwaukee)
FLYING CIRCLE . . . Frank Slay Ork, Swan 4085 (Claridge, ASCAP) (Milwaukee)	YOU'RE THE ONE . . . Bobby Bland, Duke 44 (Lion, BMI) (New Orleans)
LOSING YOUR LOVE . . . Jim Reeves, RCA Victor 7950 (Tree, BMI) (Dallas-Fort Worth)	LOST SOMEONE . . . James Brown, King (Philadelphia)
	NEIN NEIN FRAULEIN . . . Cathy Carr, Mercury (Milwaukee)

Retail Check Shows First Holiday Albums on Move

NEW YORK—A check of retail outlets across the nation indicated the first onset of holiday album business in several key areas. In the singles field, a rash of strong breakout action occurred, particularly noticeable in such far-flung areas as the Midwest, New York and Dallas. Heavy breakout action in New York, long regarded as a follower rather than a starter, contrasted with the situation in Pittsburgh, which has not lost its status as a breakout point.

A total of 34 sides achieved local breakout rank. One single, Ray Charles' "Unchain My Heart" on

ABC-Paramount, scored as a national breakout, and a total of four albums made the national breakout category (see adjacent chart).

Other developments of the past week were as follows: (1) Distributor switches, of which there have been many, have fouled up the lines of supply in some areas—as in Philadelphia; (2) many of the current crop of singles are proving two-sided sellers; that is, one side often has already made the national chart while the flip is scoring as a local breakout; (3) in the album field, the quantity of singles artists making it on LP's is very large.

KENNER, BLAND TORRID IN N. O.

NEW ORLEANS — A pair of new records were breaking out in a rash of retail sales here last week. They were Chris Kenner's "Something You've Got" on Instant and "Turn On Your Love Lights" by Bobby (Blue) Bland on Duke.

Ernie K-Doe's Minit release, "I Cried My Last Tear," which hit No. 87 in BMW's "Hot 100" last week, is still one of the hottest singles going in New Orleans and the flip, "A Certain Girl," No. 95 last week, is just as sizzling here. "I Know" by Barbara George on

(Continued on page 4)

Singles Artists Get Heavy Album Sales

NEW YORK — The growing importance of hit singles in the album field is sharply pointed out by this week's album charts. More than 50 of the top album slots this week are held down by artists with strong track records on BMW's "Hot 100" singles chart. Many of the albums carry the same title as the artists hit single.

Breaking out nationally this week is Dion's "Runaround Sue," No. 2 on the "Hot 100" last week. Among the "New Action" mono LP's illustrating the same correlation between singles and albums are Billy Vaughn's "Berlin Melody"; the Mar-Keys' "Last Night"; the Dovells' "Bristol Stomp" (No. 5 on the "Hot 100" last week);

"Bless You" by Tony Orlando; "Big Bad John" by Jimmy Dean (No. 1 last week); and "Sad Movies" by the Lennon Sisters. Sue Thompson's waxing of the "Sad Movies" tune is the big one in the singles field, but the Lennons' single version also made the lower rungs of the "Hot 100" chart.

Also showing up as "New Action" mono LP's this week are Si Zentner's "Big Band Plays Big Hits," ("Up a Lazy River" from this album was No. 51 on the "Hot 100" last week); "Best of Steve Lawrence" (His "Somewhere Along the Way" was No. 79 last week on the "Hot 100");

(Continued on page 4)

Pitt Declines as Breakout Town

PITTSBURGH — This city, which once enjoyed the reputation of a major breakout source for hit records, has lost that identity within the past year, according to Barney Stein, head of All Brands Records here.

Stein placed the blame on most of the Pittsburgh radio stations for holding the Top 40 tunes too long, and not allowing the new records to break through in time.

"As a result," he said, "Pittsburgh is lagging five to six weeks behind the national pattern, and it's hurting the entire platter business in this area."

Stein charged that this policy on the part of the Pittsburgh radio outlets permits only three new records to have a chance to break out a week, and it's too tough for any new record to get really started here.

"We're ready to supply the stations when they are ready to start, but it's a discouraging setup as records seem to be breaking out all over the country first with little or no exposure here; Pittsburgh stations have lost all their

get-up-and-go aggressiveness," he added.

Stein said that programs such as the Dick Clark show feature a tune three or four weeks before the local radio stations pick them up locally, and by that time, potential buyers consider the records as "old" and "outdated."

He asserted that "The slow-up on the part of the stations is unhappily reflected in our dwindling sales."

Hot Knight In Philly

PHILADELPHIA—One of the hottest of the newer crop of singles here last week, and one which achieved definite breakout status, was Gladys Knight's "Letter Full of Tears," on the Fury label. Reporting stores all showed strong action on this disk.

A number of other disks which have already landed on the na-

(Continued on page 4)

RCA VICTOR FLASH! "LET IT RIDE!" ALBUM SEE BACK COVER

150 Best Selling MONAURAL LP's

STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs.

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Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs.

50 Best Selling STEREO LP's

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo LPs.



33 1/3 COMPACT 6 LONG PLAY

33 1/3

3 steps to increased profits with the new 7-inch record sensation

Top Name Artists—six complete selections—sure to sell on sight—at a suggested list of \$1.69 for increased profits

Special Wire Rack—stands on floor or counter—hangs on wall—to pull impulse sales for increased profits

Unique Packaging—33 1/3 long playing 7-inch records are packed in plastic sleeves which can be hung on wall or pegboards via unique brass grommet. Package will also fit standard browser boxes. All designed for increased profits



MG 200-C



MG 201-C



MG 202-C



MG 203-C



MG 204-C



MG 205-C

For complete details see your nearest Mercury distributor



STAR PERFORMERS—Selections registering greatest upward progress this week.

[S] Indicates that 45 r.p.m. stereo single version is available.

[M] Indicates that 33 1/3 r.p.m. mono single version is available.

[S] Indicates that 33 1/3 r.p.m. stereo single version is available.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains chart items 1-34.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains chart items 35-65.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains chart items 66-100.

HOT 100—A TO Z—(Publisher-Licensee)

Alphabetical index of chart items from A to Z, including song titles, artists, and chart positions.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including titles, artists, and chart positions.

Dot® RECORDS

PROUDLY PRESENTS

KEELY SMITH



with her greatest 2-sided release

CAN'T HELP FALLING IN LOVE

B/w

YOU'LL NEVER WALK ALONE

#16298

OTHER BEST SELLING SINGLES

- | | | |
|--|---|--|
| 16284 Johnny Will
Just Let Me Dream
PAT BOONE | 16273 Mood Indigo
Come Back To Sorrento
LOUIS PRIMA | 16255 Sad Movies (Make Me Cry)
I Don't Know Why
THE LENNON SISTERS |
| 16270 Sweethearts In Heaven
Could This Be Magic
CHASE WEBSTER | 16262 Berlin Melody
Come September
BILLY VAUGHN | 16277 We Live In Two Different Worlds
Kaw-Liga
THE LENNON SISTERS |
| 16295 Everybody's Twisting Down In Mexico
Melody In The Night
BILLY VAUGHN | 16296 Let's Go Trippin'
Lonely Road To Damascus
MILT ROGERS | 16282 Three Steps To The Phone
Man Needs A Woman
WINK MARTINDALE |
| 16285 A-One A-Two A-Cha Cha Cha
You Gave Me Wings
LAWRENCE WELK | | 16279 The In Between Years
Trade Winds, Trade Winds
DODIE STEVENS |

BEST SELLING ALBUMS

- | | | |
|--|--|--|
| DLP 3389 YELLOW BIRD • Lawrence Welk | DLP 3280 GOLDEN WALTZES • Billy Vaughn | DLP 3165 BLUE HAWAII • Billy Vaughn |
| DLP 3366 ORANGE BLOSSOM SPECIAL AND WHEELS
Billy Vaughn | DLP 3398 SAD MOVIES • The Lennon Sisters | DLP 3210 LOUIS AND KEELY! • Louis Prima, Keely Smith |
| DLP 3384 MOODY RIVER • Pat Boone | DLP 3396 BERLIN MELODY • Billy Vaughn | DLP 3241 BE MY LOVE • Keely Smith |
| DLP 3359 CALCUTTA • Lawrence Welk | DLP 3157 THE MILLS BROTHERS' GREAT HITS | DLP 3276 THEME FROM A SUMMER PLACE • Billy Vaughn |

NEW ALBUMS

- DLP 3412 Moon River • Lawrence Welk
DLP 3410 Doin' The Twist • Louis Prima
DLP 3406 The Andrews Sisters' Greatest Hits

CHRISTMAS ALBUMS

- DLP 3397 Silent Night • Lawrence Welk
DLP 3345 A Keely Christmas • Keely Smith
DLP 3343 Christmas With The Lennon Sisters
DLP 3233 Little Drummer Boy • The J. Halloran Singers
- DLP 3232 Merry Christmas • The Mills Brothers
DLP 3222 White Christmas • Pat Boone
DLP 3225 Christmas Organ And Chimes
Dr. Norman S. Wright,
Dr. Charles S. Kendall
DLP 3148 Christmas Carols • Billy Vaughn



"THE NATION'S BEST SELLING RECORDS"



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Goody: Protect Retailers In Event of LP Price Cut

Letter to Victor's Marek Cites Damage Caused by 1954 Slash of Album Lists

By REN GREVATT

NEW YORK — A large and prominent disk retail outlet here has called on manufacturers to protect dealers in the event of any price drop of LP merchandise. The dealer, Sam Goody, in making the move, was believed to be reflecting widespread apprehension within the dealer fraternity as to the possible ramifications of a price cut.

In a letter addressed to George R. Marek, vice-president and general manager of RCA Victor Records, Goody referred to rumors heard within the trade recently that "RCA Victor again contemplates cutting the list price of RCA Victor records." Goody noted as a factor tending to confirm the rumored move, a recently published interview in which Marek declared that "They (prices) were still high and would come down as manufacturers concentrated on cutting production costs."

Goody referred to the time of the last general LP price cut in December, 1954, when as a result of the manufacturers' failure to protect dealers on floor stocks, he took a claimed loss of "close to \$400,000." Goody continued: "We have no desire to be hurt again and therefore call on you to afford us an opportunity to protect ourselves. We believe that a time like this, when we are carrying and buying substantial amounts of Victor records to cover the holiday and post holiday periods, we are entitled to an expression from you of your plans. If a price cut is announced to the public, will dealers be protected?"

Identical Letters

Goody said he was sending similar letters to executives of Columbia and Capitol Records since, he noted, among the majors "each sooner or later follows the other's lead."

In reply to the letter, Victor officials declared that would stand by a statement issued in answer to a query by BMW last week on the same matter. At that time, officials denied categorically any plans to reduce the price of any LP's.

It is known that one of the top majors has conducted talks with leading retailers lately on their

Steve & Eydie on Way to Columbia?

NEW YORK—Reports this week were that Columbia Records are ready to cross the T's and dot the I's on a contract with Steve Lawrence and Eydie Gorme. Steve and Eydie, currently with United Artists, have been rumored as leaving that label for the past few months. Although the details of the Columbia contract offered were not known, it was understood that it would call for a guarantee of close to \$50,000 per year for the pair over a long term.

It was also understood that the pact would call for Don Costa, formerly with UA but now a freelance arranger-conductor, to handle many of their wax dates for Columbia. Steve and Eydie as well as Costa are managed by Kenny Greengrass.

ideas as to the problem and what to do about it. Some retailers feel, it is no secret, that there is little reason now to maintain the price of stereo at \$1 above monaural. As one dealer recently observed, "You ask a man to buy a stereo phonograph, pointing out all its advantages, and then you immediately penalize him by charging him more for his records."

If there is concern with LP prices in general among manufacturers, there are several interesting factors involved at this time. First, manufacturers are believed to feel that in the case of several special 25 per cent discount programs in effect last spring, most dealers made little attempt to pass on the saving to consumers. Thus, in the view of the manufacturers, one of the primary aims of the programs, movement of more records, was not accomplished. A generally announced and publicized price cut would force dealers to use a lower list, according to this view.

Clubs a Factor

Secondly, as far as Victor, Columbia and Capitol are concerned, the maintenance of suggested list prices at the current level has often been associated with the

(Continued on page 10)

ARM Meet Set for Fla.

NEW YORK — The American Record Manufacturers and Distributors Association will hold its 1962 annual convention in Florida. The exact date and site will be determined at the next meeting of the ARMADA Executive Board, which will be held January 15, in Chicago.

Prominent on the agenda of the Board's meeting here last week was a discussion of the First Annual ARMADA Awards, which will be made at the 1962 convention, to the outstanding man or woman in the music field. ARMADA Prexy Art Talmadge reported that 10 nominations in each category had been received and the membership will now be polled to select the winners.

ARMADA Counsel Sigmund Steinberg reported on the current state of legal and legislative activities of the organization, and said that even though Congress is in adjournment, ARMADA has continued to meet with committees

(Continued on page 31)

THREE CASTERS MOVE UP CHART

NEW YORK — Three of Broadway's new musicals this season are currently represented on BMW's best-selling monaural albums by original cast packages.

Frank Loesser's "How To Succeed in Business Without Really Trying" (RCA Victor) and Noel Coward's "Sail Away" (Capitol) moved on to the chart for the first time this week. Latter LP is No. 130. Former is No. 131.

At the same time, RCA Victor's "Milk and Honey" original-cast album jumped from 100 to 38 in its second week on the chart.

Need Exact Breakdown Of Music Export Figures

WASHINGTON — Manufacturers exporting records, phonographs, juke boxes and phonograph parts will have to ask for more breakdown of Commerce Department export figures if these are to have real meaning for the industries. Recent figures on U. S. exports of records, phonos, juke boxes and other electronic equipment released by the Business and Defense Services Administration provide a case in point.

In data covering the first nine months of 1961, exports of phonograph records are shown to have

declined "substantially" from \$7,839,000 in the first three-quarters of 1960 to \$5,654,000 in the same span of 1961. However, this figure includes not only commercial recordings, but blanks, with no breakdown on the latter.

BDSA reports in a "preliminary estimate" that exports of phonographs and parts also registered a decline in the drop from \$15,000,000 in January-September of 1960 to \$14,500,000 in corresponding period of this year. However, these sums lump together in one total exports of non-coin-operated phonographs, with new and old juke boxes plus component parts of all three categories, including such items as turntables and arms, needles and coin wall boxes for juke box play.

A breakout is given for regular phonographs versus the juke box exports for the nine-month period as follows: New juke box exports declined from dollar volume of \$8,064,000 in the first nine months of last year to \$8,007,000 in the same period of 1961, while number of units sold dropped from 13,000 in the earlier period to 12,000 in the first nine months of 1961.

Used Juke Exports Same

Used juke boxes exported in the January-September period numbered 5,000 in both years, but dollar total was down to \$1,454,000 in 1961 as against \$1,542,000 in 1960. West Germany, the leading market for U. S. export of juke boxes, reportedly accounted for \$2,900,000 of the total U. S. export dollar volume of \$9,461,000 for new and used juke boxes in the first three quarters of 1961.

Exports of phonograph parts for coin and non-coin-operated machines dropped from the 1960 export total of \$4,360,000 for the first nine months to \$3,755,000 in the corresponding period in 1961. Exports of radio-phonograph combinations, not incorporating TV, increased by units from 4,000 in 1960 to 5,000 in 1961 and from \$402,000 value in 1960's January-September period to \$468,000 in 1961.

Over-all, electronics products exported from the U. S. increased 33 per cent in the first nine months of 1961 and totaled \$437,400,000, BDSA reports.

Carlton Inks Acts, Foreign Pub Deal

NEW YORK — Two singing groups have been signed to Carlton Records by President Joe Carlton. One is the Imperials, not including Little Anthony. Second group is titled the Persuaders, five boys and one girl.

Latter act, from Jamaica in the British West Indies, combines folk and Afro-Cuban elements and is reputed an impressive vocal act. The Imperials will be recorded this week and the Persuaders shortly.

Meanwhile, on another level, Carlton has closed publisher deals in England, France, Italy and Sweden for representation of his copyright, "Peppermint Twist," getting action here on the Danny Peppermint disk on the Carlton label.

Eric Is UA Hawaii Distrib

NEW YORK—Eric Distributors of Hawaii has signed to handle the United Artists Records in that area.

The Eric firm, located in Honolulu, was recently opened by Irv Pinensky, who operates Eric Distributing in San Francisco. Don McDiarmid will direct the new operation.

SORD Files Protest on Columbia's Mail Pitch

HOLLYWOOD — Columbia Records' direct mail pitch for album premium sales to business firms last week stirred the Society of Record Dealers anew to anger. At press time, SORD's president, Howard Judkins Sr., filed a letter of protest with the Federal Trade Commission, charging the record firm with price discrimination.

Early in November, a letter was sent to business firms by Columbia Record Productions (Columbia Records' custom service wing) offering albums at \$2.35 each, including mailing and handling charges, to be sent to that business firm's customers. The letter, signed by Richard B. Carter, was accompanied by a sample brochure which the business firm would present to its customers to facilitate their selection of the albums.

The brochure is a tastefully prepared eight by four and a half-inch mailing piece and contains three pages of four-color LP cover reproductions (six to a page) with gummed backs in the form of stamps. The recipient of a brochure (presumably the business firm's customers) would tear out the stamp depicting the LP of his choice and affix it to an attached postage-paid business reply card. He would fill out his name and address on the card and send it directly to Columbia Records, who, in turn, would ship him the album of his choice as a gift from the firm.

Carter's Letter

Carter's letter, in presenting this unique method of soliciting premium disk sales, presents it pitch as follows:

"Let me take this opportunity to introduce you to the first name in recorded music, Columbia Records. Columbia is first in consumer sales through dealers, through the world's largest record club; numbering over one and three-quarter million members, and now, in the field of specialized premium packages.

"The attached brochure speaks for itself. Whether you are looking for the ideal gift to present to your customers at Christmas, or an incentive for your salesmen against quota, or a purchasing incentive (dealer loader), this package is tailor-made to suit your needs. In the back of the brochure you will find full-color gummed and perforated stamps reproducing just a few of our huge roster of artists, including such well-known names as Mitch Miller, Johnny Mathis, Ray Conniff, Percy Faith, Les Elgart, Doris Day, Johnny Cash and many others. Somewhere in this group is music to suit the taste of anyone. These are our regularly priced \$3.98 LPs. When you buy these brochures they cost you \$2.35 each, including mailing and handling charges.

"You present this booklet to (Continued on page 31)

Hilliard WB A.&R. Director

HOLLYWOOD — Jimmy Hilliard, veteran major label artist and repertoire executive, last week was named Warner Bros. Records' a.&r. director. He had previously held top a.&r. posts with RCA Victor, Decca, Coral and Mercury. Recently, Hilliard has been active as independent producer for various record firms, but will now devote full time to charting the WB firm's a.&r. course.

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LATE POP SPOTLIGHTS

SINGLES

THE CLOVERS

DRIVE IT HOME (Progressive, BMI) (2:38) — **THE BOTTIE GREEN** (Wemar, BMI) (2:18)—The Clovers, long dormant on the hit scene, have two fine sides here. On top is a relaxed rhythm tune done smartly by the group, while the flip is a dance idea, also handled with much style. Both have the sound and both are fine accompaniment for the Twist. Watch 'em.

Atlantic 2129

Christmas

ROGER WILLIAMS

SANTA CLAUS-SANTA CLAUS (WE LOVE YOU NEXT TO OUR PA'S AND MA'S) (Garland, ASCAP) (2:22)—Williams, who is already hot now with "Maria," turns in a delightful, kiddie-styled Christmas side. The tune is fetching in itself and the children's chorus and Williams' smart pianistics give it a real sound. Could go. Flip is "Jingle Bells," (2:03).

Kapp 440

ALBUM

Pop

SUBWAYS ARE FOR SLEEPING

McGuire Sisters. Coral CRL 57398—This is a hot album by the McGuires. It features the girls in songs from the forthcoming Broadway show (due to open December, 26) "Subways Are for Sleeping." The girls sing the songs with verve and the arrangements are bright, too. Tunes include "Be a Santa," "Comes Once in a Lifetime," "Ride Through the Night" and "I'm Just Taking My Time." Songs are by Betty Comden, Adolph Green and Julie Styne.

KEAN

Original Cast. Columbia KOS 2120 (Stereo & Monaural)—Fans of Alfred Drake, who are as devoted as they are legion, should form a firm and substantial nucleus for sales of this original cast recording of "Kean." Much of the sparkling color and excitement of the show comes across through a superb recording job—especially in the stereo version which sharply accents the stage right and stage left performance qualities. Kudos go to Drake, of course, for his substantial characterization of Kean, and to Lee Venora's singing of the beautiful "Willow, Willow, Willow." Should be a top cast seller.

ERROL GARNER CLOSE UP IN SWING

ABC-Paramount ABCS 395 (Stereo & Monaural)—Garner's second LP for the label is even more enjoyable than his first, "Dreamstreet," which turned into a solid seller. This is a quieter and less frantic Garner, creating excitement by his warmth and feeling, but without neglecting his happy and individual style. There are outstanding renditions of "A-H of Me," "Back in Your Own Backyard," "St. Louis Blues," and two Garner compositions "El Papa Grande" and "Shadows." Good cover art, too. Strong wax here.

MURRAY THE K'S BLAST FROM THE PAST

Various Artists. Chess LP 1461—Murray the K (DeeJay Murray Kaufman of WINS, New York) had a smash with his first album, and this new one should also appeal to the large teen-age album market. Set contains previously issued hit sides by the Chantels, Chuck Berry, Bo Diddley, the Flamingos, Nat Kendrick, the Fiestas, the Moonlighters, and the Moonglows. Potent wax for the young set here.

Comedy

DICK GREGORY EAST AND WEST

Colpix CP 420—Dick Gregory has another winner with this new set, as he continues his clever and very funny monologs on the world and its problems. Half of the disk was waxed at the Blue Angel in New York, the other half at the hungry i in San Francisco. Gregory has widened his patter from racial troubles to world affairs, and his act has improved as a result. His timing is still deft and his routines build solidly. Sure to please his many fans across the country.

Children

THE TALE OF BENJAMIN BUNNY

Vivien Leigh. Wonderland RLP 1457—The delightful tales of Beatrix Potter are told here in song and story with an eye to the kids, and a lot of little tykes will be pleased to find this set under the Christmas tree. Vivien Leigh narrates the stories of Benjamin Bunny and his friends and aunts, uncles, etc., and a talented cast of English kids handle the songs and story. Tunes were penned by Ornadel, and they are all melodic.

rector Clyde Otis will handle all of his dates.

Ray's first single, slated for release this week, spotlights him as a duo with Liberty's best-selling thrush Timi Yuro. Tunes are "I Believe" and "A Mother's Love." Ray's first LP for the label will be released in January.

Lengthy, Stormy ARD Meeting Seeks Answers to Vital Trade Sore Points

NEW YORK—A long and sometimes stormy meeting of the association of Record Dealers of New York and New Jersey, chapter of SORD, took place here Tuesday evening (21) at the Park Sheraton Hotel. The meeting was chaired by newly-elected ARD President, Mickey Gensler, and was characterized by several important decisions and a lengthy, volatile exchange of views on the matter of "cleaning up the mess" in the record business—the mess referring to

discounters, pricing, rack jobbers, clubs, etc.

One topic which received considerable debate was a rumor circulating for several weeks that RCA Victor was considering a price cut on album product. A decision was made to seek a clarification on this from RCA Vice-President and General Manager, George R. Marek. The letter, text of which was made available later, said in part:

"I understand from very reliable

sources that RCA plans a reduction in album prices in the near future. As president of the ARD chapter of SORD and its more than 250 members, I feel it is incumbent upon me to relate your position to our members. At a meeting last night it was unanimously decided that we would ask for your stand regarding protection for those dealers who are the backbone of the RCA record business.

Note Loyalty

"They give your catalog display space and stock quantities of your catalog. They would hate to be penalized for this loyalty. They are not discount houses nor rack jobbers who handle only the cream. Naturally any drop in price without recompense in some way to the dealer, will be another nail in the coffin concerning their economic survival." The letter was signed by Gensler who asked for Marek's early reply so that his stand could be transmitted to the dealers.

Gensler, as the incoming president, opened the meeting with a series of remarks on what a dealer group can do. These were listed as follows: (1) It can be benevolent and help less fortunate dealers; (2) it can advertise as a body; (3) it can buy together; (4) it can resist buy-

(Continued on page 14)

Nevins-Kirshner Score With Artists, Cleffers

NEW YORK—"Goodbye Cruel World," the tune recorded by Jimmy Darren for Colpix, which is No. 4 on BMW's "Hot 100" this week, is the tenth ditty published by Aldon Music, the Nevins-Kirshner Production firm subsidiary, to turn into a smash for the firm. It indicates the steady growth of the three-year-old Nevins-Kirshner organization, which in addition to its publishing wing, also is composed of a managerial, talent locating and record production departments.

So far this year, Aldon Music has had the following hits (some of them hitting originally the end of last year): "Take Good Care of My Baby," "Will You Love Me Tomorrow," "Little Devil"; "Who Put the Bomp, in the Bomp, Bomp, Bomp"; "Calendar Girl," "Where the Boys Are," "Breaking in a Brand New Broken Heart," "Just for Old Times' Sake" and "I Love How You Love Me."

This score does not count two tunes now moving up on the charts, Neil Sedaka's "Happy Birthday, Sweet Sixteen" and "Happy Times" by Tony Orlando, also published by Aldon. According to the firm's professional manager Emile La Viola, Aldon has had over 100 of their songs waxed this year on albums and singles.

Hot Talent, Too

Al Nevins and Donnie Kirshner, who joined forces back in 1958, have also had remarkable success with the talent they manage, many of whom developed through their songwriting association with Aldon. Nevins (who still waxes the Three Suns records for Victor) and Kirshner's first find was Neil Sedaka, who has come up with a steady string of hits on Victor. Since then they have placed with diskeries: Barry Mann (ABC-Paramount), Tony Orlando (Epic), Tine Robin

Aretha & Father, Rev. Franklin, Sing Gospel On New Battle Albums

NEW YORK—Bill Grauer has further diversified his record business operation by adding a new Gospel label, Battle, to his now lengthy string of holdings, of which Riverside is the primary banner.

The new label gets its name from Gospel producer Joseph Von Battle who recently completed negotiations with Grauer Productions' Vice-President Orrin Keepnews.

Seven albums will be released late this month. Three of the sets feature the Reverend C. L. Franklin recorded at his Detroit church. In addition to the Reverend Franklin and the church chorus and soloist, Franklin's daughter Aretha will also be featured on a number of the sides. She currently is represented on the BMW "Hot 100" on Columbia.

(Mercury), Dorothy Jones on Columbia, and a new find, Kenny Karen on Columbia. The latter is a 17-year-old Canadian.

Perhaps Nevins-Kirshner's main work, in addition to their publishing arm, is the production of records as outside producers. They have deals right now with ABC-Paramount, Columbia and Epic, but they still do outside production for such labels as Liberty, Mercury, Colpix and others.

Before placing talent on a label, the duo makes sure that the firm will go all-out on advertising, promotion and a good percentage. On the latter point the Nevins-Kirshner firm receives a royalty from 10 per cent to 15 per cent on records they produce for a diskery.

Writers Score

Interesting aspect of the Nevins-Kirshner production firm is that they have a string of hot young writers on their roster. They include Neil Sedaka, Howie Greenfield, Jack Keller, Barry Mann, Carol King, Gerry Goffin and Paul Kaufman, Cynthia Weil, Mike Anthony, Art Kaplan, Brooks Arthur, Helen Miller, Freddie Scott, Lou Stallman and Sid Jacobson and Don Rubin and Charles Cottman. Average age of the writers is from 19 to 26. Firm also has two staff arrangers, Alan Lorber and Charlie Albertine. These writers are often assigned material to fit a specific artist, and they will compete strongly among themselves to get a piece of material with one of the artists managed by Nevins-Kirshner.

The a.&r. work is usually handled by Nevins-Kirshner themselves, although now and then one of the writers will handle a date. Coming up on the Nevins-Kirshner schedule are Jan and Dean on Liberty, and the Untouchables on Liberty, plus new material for Lloyd Price, La Vern Baker and Jimmy Darren. Generally the Nevins-Kirshner firm orients its artists and material toward the teen crowd, and so far has had its greatest success in that milieu.

New Board Execs Of Int. Disk Men

NEW YORK—The names of 15 new executive board members for 1962 will be announced at the International Record and Music Mens' Club's second luncheon here Tuesday (28) at the Warwick Hotel.

Principal speaker at the meet will be Fred Reiter, who is active in the European and South American music markets. The organization's new chairman, Walter Hofer, will preside for the first time at Tuesday's meeting.

Leonard Joy, Vet A.&R. Man, Dies At the Age of 65

NEW YORK—Leonard Joy, veteran a.&r. producer-executive, died last week in Columbus Hospital here. Joy, who was 65, was a victim of a diabetic coma.

A close associate of many of the great names in the artist ranks of the business, Joy was the first to record Perry Como as a solo artist on RCA Victor. In 1939, after several years as an arranger-conductor, Joy was named Victor pop a.&r. chief by the then topper of the Victor Record division, Frank Walker.

In this a.&r. slot, Joy recorded Glenn Miller, Tommy Dorsey, Artie Shaw, Dinah Shore, Wayne King, Rudy Vallee and numerous other greats of that era. Later, following a move to the a.&r. staff of Decca in 1944, Joy was active in the recording of Bing Crosby, Victor Young, Al Jolson, Jan Garber, Jesse Crawford and again, Wayne King. Joy also negotiated for Decca the contracts which brought the annual barbershop quartet champions to the label.

Joy was also an ASCAP writer of some distinction, with over a score of tunes to his credit. As a record man, he remained with Decca for 17 years and was on the staff there at the time of his death.

Joy is survived by his wife, Katherine; a son, eLonard Jr., of Montclair, N. J., and two grandchildren. Services were held at Grace Church, New York, Friday (24).

COUNTERFEITING RECORDS ON TV

NEW YORK—Record counterfeiting will be the theme of "Spin a Crooked Record," an hour-long dramatic show on "Armstrong Circle Theater," CBS-TV, December 6.

The script will spotlight the story of a femme vocalist, who discovers her album has been counterfeited. The play was written by Bob Van Scoyk.

Johnny Ray Inks Pact With Liberty

NEW YORK—Liberty Records has signed an exclusive contract with Johnny Ray. The label's Eastern artist and repertoire di-

Hot Knight in Philadelphia New York Single Artists' Album Sales

• Continued from page 1

tional "Hot 100" chart are getting especially heavy play here. "Greetings (This Is Your Uncle Sam)" by the Valadiers is one of the strongest, along with "I Know" by Barbara George.

'Wanted,' Jim McCracklin In Detroit

DETROIT—"Wanted" by the Dreamgirls proved a general favorite around this city. Jimmy McCracklin's "Just Got to Know" qualified as runner-up. Strength was indicated by Etta James' "Seven Day Fool," the Flip of the hit, "It's All Too Soon to Know."

Ray Charles' new "But on the Other Hand" was received too late to make a good tally this week, but spot reports indicate it as having the biggest potential of the newcomers. Few dealers are talking about the current national top numbers as going strong, except the stores offering only a very limited choice. Reason is a fresh slump that appears to have hit the shops this week—with no one able to figure it out. Thus, the Classic Record Shop reported an "awful" week after the best October in three years and a pretty good start for November. The leading disks are doing fairly well, but not in large enough proportions to indicate a trend.

Chuck Berman, of the Electric Shop, for instance, pointed to the crying need for a hit to rescue the local business.

Limited Choice

Inadequate choice of new records offered customers is one problem that appears widespread here. In the case of a couple of stores where the record buyers are trying to keep abreast of new numbers, distribution is the headache.

These appear only, too typical of reports coming from different parts of the city: In one instance, the store is serviced through an Eastern chain office, and delivery is slow—the new numbers that sell elsewhere are on order but not delivered. In the other instance, carefully placed orders for disks the store buyer feels will sell (in view of present numbers and the taste of the neighborhood) are largely simply ignored by the rack jobber providing the service. The jobber service decides what to put in the store, rather than tailoring offerings to the local clientele's taste, it is reported.

James Ray's "If You Gotta Make a Fool of Somebody" and "There's No Other" by the Crystals.

There is also spot action reported on James Brown's new side "Lost Someone," the Sensations' "Let Me In" and "Puppy Love" by Little Jimmy Rivers.

Meanwhile, on other fronts here, a price war on LP's between Gimbel's and Korvette's which had subsided last week appears to have broken out anew, and some dealers complained that the constant shuffle of labels between distributors is hurting sales of disks that might otherwise be substantial hits.

One dealer, Mrs. Morton Kaplan, complained that since Dot left the Cosnat distributors set-up, she has not been able to get Dot records. The same thing applies, she said, to Prestige, which recently discontinued its arrangement with Marnel. She also commented that Ike and Tina Turner's "It's Gonna Work Out Fine," was a solid hit for their store. Since then, she says, the Sue label changed distributors and there is difficulty in getting the Turner's latest, "Poor Fool," which she feels is just as strong. Still another example is that of the Motown label, which has lost impact, she noted, since Mainline is no longer the distributor.

Other dealers noted that the in-and-out album price war here has brought prices down to as low as \$1.39 on cream pop merchandise. Korvette started the week with \$1.44 on a Top 50 selection of LP's. Gimbel's then dropped to \$1.39 on a Top 40 list. True to its motto of "Nobody, but nobody undersells Gimbel's," the store offered customers the chance to bring in a sales slip from any competitor with a lower price, and Gimbel's will give the customer the difference in price in cash.

One dealer said that despite Gimbel's new practice of allowing only one of any record to a customer, and asking customers if they were dealers, he maintains two charge accounts at the store, one for himself and one for his wife. "We both buy one for cash and one for charge of something we want so we can get as many as four copies," he said.

Meanwhile, at least one dealer, Ed Balbiers, said Christmas product is already moving briskly for him. The Mitch Miller Christmas set is very hot and so is Waring on Capitol. It's the earliest spurt for Christmas stuff I can remember since I've been in the business," he noted.

New York Breaks 7 New Ones

NEW YORK — This city was hot again with strong selling new records this week. A total of seven new records busted loose on the local scene, according to dealers checked around the town. Strongest of the disks was the Belmont's recording of "I Need Someone" on the Sabrina label. Others included Rosemary Clooney's biggest single here in years, "Give Myself a Party" on RCA Victor; Dee Clark's "Don't Walk Away From Me" on Vee Jay; "Liars" by the Regents on Gee; "Milk and Honey" by Eddie Fisher on ABC-Paramount; the flip side of Bobby Rydell's "I Want to Thank You," "Door to Paradise," and Barry Mann's "Find Another Fool." Just starting to get some action in this town, reported dealers, was Mary Ann Fisher's record of "I Can't Take This Heartbreak" on Segway.

Anthony Newley's "Pop Goes the Weasel" on London, is still grabbing good sales here, although not yet picking up in other areas. The rock and roll version of "Tonight" by Jay and the American on United Artists, which was a breakout in New York a few weeks ago, continues to sell well here, and it's reported to be getting good action in other areas.

As in other cities, records climbing up the charts were also doing mighty well in New York. The Tokens' recording of "The Lion Sleeps Tonight" was reported by a number of dealers to be headed for the top of the charts. Chubby Checker's various "Twist" recordings were selling very strongly, as was "The Peppermint Twist" by Joey Dee. Only fair so far in this city, say dealers, although on the national chart, was the Pat Boone record of "Johnny Will." Ray Charles' "Unchain My Heart," a national breakout this week, was a solid seller here.

Kenner & Bland

• Continued from page 1

AFO and No. 99 in the "Hot 100" last week is still a strong seller as well as Bobby Bee's "Walkin' With My Angel" on Liberty, "It's Too Soon to Know" by Etta James on Argo and Clarence Henry's "On Bended Knees" on Argo.

• Continued from page 1

and Jackie Wilson's "By Special Request" (he had a single in No. 63 "Hot 100" slot last week).

Making the "New Action" mono LP listing for the first time this week are Buddy Greco's "I Like It Swinging" and Al Hirt's "Blockbustin' Dixie." Still showing among the current "New Action" albums (as reported by BMW last week) are Jose Jimenez' "Submarine Officer," "The Nat King Cole Story," Enoch Light's "Sound 35-mm." and Tony Bennett's "My Heart Sings."

Other monaural albums showing some action—but not enough yet to move into the "New Action" list—are "Songs My Father Taught Me" by Father J. Dustin; "Let Me Belong to You," Brian Hyland; Ral Donner's "Takin' Care of Business," Dinah Washington's "September in the Rain"

and Dave Brubeck's "Time Further Out."

Hyland's single disk of the same title went to No. 20 recently on the "Hot 100." Ral Donner had a single on the "Hot 100" in the No. 44 slot last week. Dinah Washington's single "September in the Rain" was No. 28, and Brubeck's "Take Five" single was No. 62 after several weeks on the chart.

Other artists holding down spot on last week's "Hot 100" and the current best selling monaural album are Brenda Lee, Ray Charles, Chubby Checker, Ferrante and Teicher, Rick Nelson, Bobby Rydell, Henry Mancini, Bobby Vee, Connie Francis, the Ventures, Frank Sinatra, Timi Yuro, Bob Moore, Pat Boone, the Highwaymen, and Perry Como.

Chi for New Rich, Mann Disks

CHICAGO — Two new sides broke in what was a comparatively sluggish record market here last week. Sides were "Just a Little Bit Sweet," Charlie Rich, and "Little Miss U. S. A.," Barry Mann (flip of "Find Another Fool").

The Chicago business picture, however, was still slow and trailing last year. Singles were moving fairly well but album business was off.

The 100 per cent guaranteed merchandise was starting to move but dealers were still wary of being stuck with inventories.

Several new numbers were getting good radio reaction and could have "break-out potential." "Walking Back to Happiness" by Helen Shapiro was getting good air-time and was "picked" by at least one big Windy City deejay. Barbara George's "I Know on AFO is in the same category. "Santa and the untouchables" by Dickie Goodman won the WJJD pop contest last week and is starting to get a little play in store sales.

WJJD's Jim Lounsberry noted that Del Shannon's "Hey Little Girl" was giving him a "fast reaction" and popular at weekend hops. Another big tune at the hops, Lounsberry said, was the new Lettermen's "When I Fall in Love" (already moving on BMW's charts and strong in store sales).

Other than that, the Windy City trade appeared to be waiting for Thanksgiving to come and go. Most stations were pegging their Christmas programming around the first of December.

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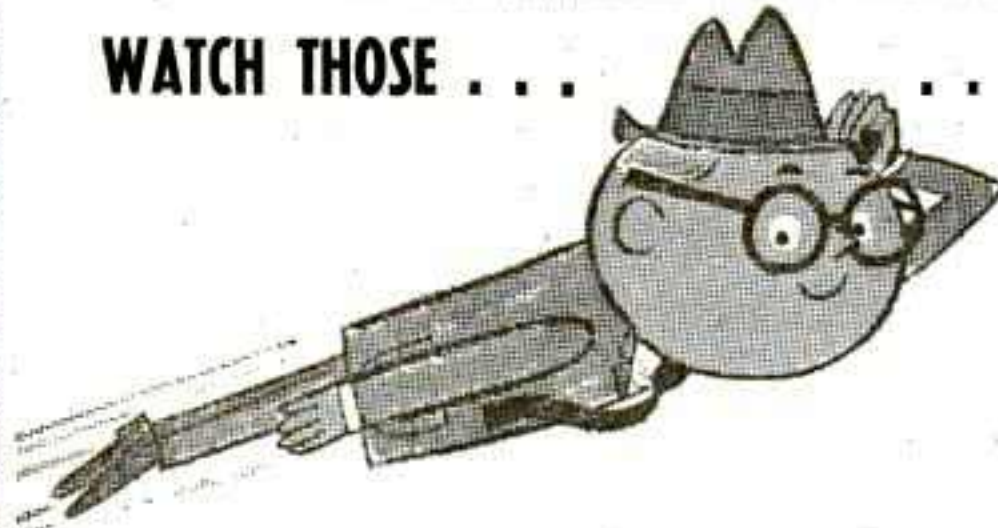
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Vol. 73 No. 47

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BILLBOARD MUSIC WEEK **TOP LP's** FOR WEEK ENDING NOVEMBER 26

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
3	2	CAMELOT Original Cast, Columbia KOL 5620	44
4	4	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	13
5	8	TIME OUT Dave Brubeck, Columbia CL 1397	47
7	6	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	101
16	16	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	25
17	11	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	175
18	25	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	10
20	37	WEST SIDE STORY Original Cast, Columbia OL 5230	59
31	10	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	25
33	53	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	11
35	32	SOUTH PACIFIC Original Cast, Columbia OL 4180	389
37	36	MY FAIR LADY Original Cast, Columbia OL 5090	294
48	48	WEST SIDE STORY Sound Track, Columbia OL 5670	5
49	34	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	186
61	79	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	144
64	67	HEAVENLY Johnny Mathis, Columbia CL 1351	114

This Week	Last Week	Title, Artist, Label	Wks. on Chart
71	60	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	54
72	69	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	66
75	71	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	72
86	87	HELL BENT FOR LEATHER! Frankie Laine, Columbia CL 1615	5
97	51	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	73
109	119	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	8
111	98	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	48
113	127	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	73
115	100	THE GUNS OF NAVARONE Sound Track, Columbia CL 1655	9
117	124	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	3
130	148	A TOUCH OF ELEGANCE André Previn, Columbia CL 1649	6
137	136	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	37
138	137	GYPSY Original Cast, Columbia OL 5420	103
150	150	I HAVE DREAMED Doris Day, Columbia CL 1660	8

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
3	3	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	89
4	4	CAMELOT Original Cast, Columbia KOS 2031	44
9	12	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	12
11	22	TIME OUT Dave Brubeck, Columbia CS 8192	16
15	13	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	9
19	25	TV SING ALONG WITH MITCH Mitch Miller, Columbia, CS 8428	24
27	15	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	76
29	28	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	11
30	36	MY FAIR LADY Original Cast, Columbia OS 2015	126
36	35	WEST SIDE STORY Original Cast, Columbia CS 2001	21
37	6	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	25
40	45	WEST SIDE STORY Sound Track, Columbia OS 2070	2
48	43	MUCHO GUSTO! Percy Faith, Columbia CS 8439	6

AGAIN, IN 1961, THE COMPANY WITH THE LARGEST NUMBER OF YOUR BEST SELLERS! COLUMBIA RECORDS 

The pick of the new releases:
**SPOTLIGHT ALBUMS
 OF THE WEEK**
 Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

CLAP HANDS, HERE COMES CHARLIE!



Ella Fitzgerald, Verve V 4053 (Stereo & Monaural)—The Great Ella is in eminently satisfactory vocal form on this package. Her warmly expressive style is showcased on the title tune, "My Reverie," "Cry Me a River," and other fine oldies. Standout deejay programming.

BROADWAY SWINGS AGAIN



Jonah Jones Quartet, Capitol ST-1641 (Stereo & Monaural)—The familiar, swingin', Jones trumpet and rhythm section moves along neatly on a fine collection of tunes, from the Broadway of the present and a more distant past. The horn man blows "Till Tomorrow," from "Fiorello," among the newer items, and "I Wish I Were in Love Again," from the older Rodgers and Hart opus "Babes in Arms." The numbers all swing and the cover is well calculated to catch the eye.

WHAT A PARTY



Fats Domino, Imperial LP 9164—The fat man has been swinging up and down the charts for years and he's as hot now as ever, with the title tune of this album still riding the best seller lists. Other rockin', stompin' New Orleans sides include "Ain't Gonna Do It," "Trouble in Mind," "Did You Ever See a Dream Walking," among others. Solid jock and dealer fodder here.

LET THERE BE DRUMS



Sandy Nelson, Imperial LP 9159—Sandy Nelson has a hot current single and this album which bears the title of the single can stir up a lot of new action for him. To lead off, it has a mighty smart cover with a colorful montage painting of wild drums. Inside there's plenty of infectious, danceable beat sounds that are made to order for teenagers. This can move.

DO THE TWIST



Ray Charles, Atlantic 8054—The label has taken a lot of the old Ray Charles hits and packaged them together for this "Twistin'" album. Sides include "I Got a Woman," "What'd I Say" and "Leave My Woman Alone." On the back of the LP is a chart showing how to do the Twist. Clever idea could help this one move.

Jazz

THE CANNONBALL ADDERLEY QUINTET



Riverside RLP 388—Adderley has two excellent jazzmen as added starters, outside his usual group on this new set. One is vibes player Victor Feldman and the other is pianist Wynton Kelly. Besides fine solos from the two guests, there are powerful sorties by the leader on alto sax and his brother Nat on cornet. This figures to be another strong seller for Adderley.

Country & Western

THE COUNTRY MUSIC HALL OF FAME



Various Artists, Starday SLP 164—This is a great country package—which Starday has issued in commemoration of National Country Music Week, the Country Music Festival, etc. The two disks contain sides from vault masters. Thirty-six sides in all, by a great array of names. Starday was able to do this thru the co-operation of other manufacturers. Included are sides by Cowboy Copas, Delmore Brothers, Hank Locklin, George Jones, T. Texas Tyler, Stanley Brothers and many, many more. A fabulous package for collectors and stations.

Spoken Word

THE WORLD OF DOROTHY PARKER



Verve V 15029—The rich wit and poignant comments on life that marked Dorothy Parker's work for some 30 years are brilliantly represented on this LP, where the lady of letters reads from her own works. Besides four verses, the set also contains two short stories and a book review. All are packed with the very best of Miss Parker's compassion and humor.

Spiritual

LITTLE RICHARD KING OF THE GOSPEL SINGERS



Mercury SR-60656 (Stereo & Monaural)—The erstwhile rocker who gave it all up for the Lord really means it. This gospel package is a powerful one. It's full of soul, with the chanter obviously having the spirit on him. The arrangements are excellent, comprising slow pieces and contrasting selections with a rolling beat. "It's Real," "Joy, Joy, Joy," "Do You Care" are typical.

(Continued on page 24)

★ ★ ★ ★ STRONG SALES POTENTIAL

★ ★ ★ ★ STICK SHIFT
The Duals, Sue LP-2002—The guitar-based instrumental combo has had strong recent action with "Stick Shift," the tune with sound effects of hot rods. That swingin' upbeat blues is included here as the title tune along with "Travelin' Guitars," in which the boys do a blues vocal; "Beach Party," "Runnin' Water," and other strongly teen-slanted items. Set has a good excitement factor for teens.

★ ★ ★ ★ LET IT RIDE!
Original Cast, RCA Victor LSO 1064 (Stereo & Monaural)—The George Gobel Broadway musical didn't get rave notices, but it's still running, and the original cast album should pull some sales on the basis of the star's following and its appeal to theater music collectors. The pleasant Livingston-Evans score is handled attractively by Gobel, Paula Stewart, Barbara Nichols and Sam Levine.

★ ★ ★ ★ COCKTAIL TIME
Carmen Cavallaro, Decca DL 74155 (Stereo & Monaural)—"The Poet of the Piano," Carmen Cavallaro, provides a smooth and listenable set of perennials as well as recent hit tunes from Broadway and motion pictures in rewarding stereo sound. Highlights include, "The Second Time Around," "If Ever I Would Leave You," "When I Fall in Love" and "Never On Sunday." It's really good entertainment for any time at all, and the package should move well.

★ ★ ★ ★ DOUBLE EXPOSURE
George Romanis and His Ork, Decca DL 714179 (Stereo & Monaural)—Arranger George Romanis is back again with another first-class big band outing. The band is a punching, vital and swinging organization composed of top-flight East Coast jazz players. The arrangements, however, are bound to please almost anyone who delights in the big band sound. Stereo separation is

(Continued on page 24)

The twistingest Twist of 'em all . . .

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The pick of the new releases
SPOTLIGHT SINGLES OF THE WEEK
 Strongest sales potential of all records reviewed this week.


SINGLES REVIEWS

★★★★ STRONG SALES POTENTIAL

Pop
PAUL ANKA
 **LOVELAND** (Spanka, BMI) (2:47)—**THE BELLS AT MY WEDDING** (Spanka, BMI) (2:18)—Anka is in good, showmanly vocal form on both sides of this platter. "Loveland" is a rousing, bouncy rocker. Flip is a moving emotional item. Watch both sides.
ABC-Paramount 10279


THE RMELS
 **I'LL FOLLOW YOU** (Ahlert-Cromwell, ASCAP) (2:15)—An interesting medium rhythm tune is accorded an effective performance by the group, with standout warbling by the lead singer. Flip is "Gee Oh Gosh" (Just, BMI) (2:26).
Laurie 3116


NINO AND THE EBB TIDES
 **HAPPY GUY** (B. L. & H., ASCAP) (2:31)—Nino and the group give a verveful, bright performance on a catchy rocker with a solid beat and effective teen-appeal lyrics. Flip is "Wished I Was Home" (Monument, BMI) (2:20).
Mr. Peacock 102


JOE BARRY
 **YOU DON'T HAVE TO BE A BABY TO CRY** (R.F.D., ASCAP) (1:52) — **TILL THE END OF THE WORLD** (Southern, ASCAP) (1:38)—Here's a pair of click sides by Joe Barry that could put him right back on the charts. Top side is a swinging rock and roll item; flip is a march-flavored tune with a sound.
Smash 1727

BILL BLACK COMBO
 **MY GIRL JOSEPHINE** (Travis, BMI) (2:10)—**TWISTER** (Jec, BMI) (2:02)—The Bill Black combo has two more sock instrumentals here. Top side is the old Fats Domino hit; flip is a twist that fits the current craze. Strong wax.
Hi 2042

THE SENSATIONS
 **LET ME IN** (Arc-Kae Williams, BMI) (2:50)—The Sensations could have a hit with this bouncy ditty that the girls handle with verve and style. Flip is "Oh Yes I'll Be True" (Arc-Kae Williams, BMI) (2:50).
Argo 5405

DON SHIRLEY
 **DROWN IN MY OWN TEARS** (Jay & Cee, BMI) (2:15)—**LONESOME ROAD** (Mayfair, ASCAP) (2:22)—Shirley turns in fine, colorful piano solo work on the gospel-flavored "Drown in My Own Tears." The flip features a smartly styled treatment of the spiritual with interesting double-time rhythm back-up of Shirley's sock pianistics.
Cadence 1408

PATTI PAGE
 **GO ON HOME** (Pamper, BMI) (2:29)—Patti Page is back on a "Tennessee Waltz" type kick here and she comes through with a moving reading of this new weeper. It's one of her best sides in a long time and could take off. Flip is "Too Late to Cry" (Egap, BMI) (2:03).
Mercury 71906

OBREY WILSON
 **THAT'S WHERE LONESOME LIVES** (Cedarwood, BMI) (1:53)—Obrey Wilson, a young chanter with a strong pair of pipes, turns in an exciting performance on this attractive rockaballad. Good arrangement helps. Flip is "Whipping Boy" (Hill & Range, BMI) (2:17).
Liberty 55394

JOHNNIE RAY AND TIMI YURO
 **A MOTHER'S LOVE** (Prentice, ASCAP) (2:50)—**I BELIEVE** (Cromwell, ASCAP) (2:22) — A powerful team makes its debut. The thrush has been hot with her first two singles and now she sounds in fine fettle again, paired with Johnnie Ray, just signed by the label. Ray sounds much like his old self. Top side is a solid inspirational item and the flip is a good reprise of Frankie Laine's old hit.
Liberty 55400

NINA AND FREDERICK
 **MARY'S BOY CHILD** (Schumann, ASCAP) (2:46)—**LITTLE DONKEY** (Chappell, ASCAP) (2:38)—The smart and stylish Danish couple have enjoyed a smash in Europe with this calypso carol, which was also a hit there for Harry Belafonte. It could do very well here. The flip is another softly rendered carol with plenty of appeal.
Laurie 3079

JIMMY CLANTON
 ★★★★★ **Twist On Little Girl**—ACE 641—Exuberant chanting by Clanton on bouncy twist-rhythm ditty with strong teen appeal. Could get action with the twist revival.
 (Ace, BMI)

★★★★ **Wayward Love**—Plainive vocalizing by Clanton on effective r.&.r. tune, with gospel flavor.
 (Ace, BMI)

THE DERBY'S
 ★★★★★ **A Travelin' Man**—SAVOY 1609—Lead chanter has an exciting vocal style, very much in the gospel groove. Jocks will find this a very interesting side, with its rhythmic arrangement. Watch it.
 (Volunteer, BMI)

★★★★ **Lead Me On**—This side has a sacred quality and is quite effective. It contrasts with the flip in style.
 (Volunteer, BMI)

BENTON AMES AND ORK
 ★★★★★ **Love Theme From "El Cid"**—VERVE 10246—A big, full sound here on a bolero-flavored piece of theme material. It features concerto type piano with a big ork. Spotting strings and brass. Colorful programming wax that could move out.
 (Robbins, ASCAP) (2:36)

★★★★ **A Farewell to Arms**—There's a big, lush sound here and the melody is a pretty one. This also merits exposure.
 (Leo Feist, ASCAP) (3:06)

ELLA FITZGERALD
 ★★★★★ **Cry Me a River**—VERVE 10241—Tender thrashing by the Great Ella on Julie London's old hit. Prime jockey wax.
 (Saunders, ASCAP) (4:12)

★★★★ **Clap Hands! Here Comes Charley!**—Cheerful, fast-moving rendition of the
 (Continued on page 29)

(Continued on page 29)



B/W
MY GIRL JOSEPHINE

2042



THE BEST OF

THE FOUR FRESHMEN

THEIR BIGGEST HITS NOW IN ONE ALBUM # (S)T 1640



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RUMBLE—Link Wray & His Ray Men
- CAD 1606—**BUTTERFLY**
I LIKE YOUR KIND OF LOVE—
Andy Williams
- CAD 1607—**CANADIAN SUNSET**
ARE YOU SINCERE—
Andy Williams
- CAD 1608—**EDDIE MY LOVE**
LOLLIPOP—The Chordettes
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- CAD 1610—**HAWAIIAN WEDDING SONG**
LONELY STREET—
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See Brown Move in D. C.

WASHINGTON — Maxine Brown's "After All We've Been Through" on ABC was best seller among the new non-chart climbers here last week, in the wake of a New York breakout the previous week. Ike and Tina Turner's "Poor Fool," on Sue, which hit the chart at No. 95 this week, also made a good showing.

Favorites, and big sellers among the lower-rung chart tunes, were "A Certain Girl," by Ernie K-Doe on Minit; "I Know," by Barbara George on AFO, and "The Lion Sleeps Tonight," by the Tokens on RCA, all having been previous breakout tunes here. The "Lion" is finally getting the red carpet treatment by local radio with heavy play.

"Three Steps From the Altar," by Shep and the Limelites on Hull, and "Everybody's Gotta Pay Some Dues," by the Miracles on Tamla, will hit new plateaus on the charts if Washington sales are an indication. "Greetings," by

the Valadiers on Miracle, is a Washington favorite, and "Never, Never," by the Jive Five on Bel-tone, is beginning to catch on here. Gene Pitney's "Town Without Pity" is selling well.

Washington dealers are still teetering on the edge of the big holiday sales, but are not quite over the hump. Most figured on the big spurt starting during the Thanksgiving weekend. Also, this staid government town showed signs of finally latching onto the twist in a big way: the Chubby Checker singles and albums, old and new, had boom sales.

"Love Bound," by the Universals, was reported by one dealer to be among his top sellers. Another dealer was making "very good sales" with "My Willow Tree," by Chuck Jackson on Wand; "For the Love of Mike," by the Impalas on Checker, and "Letter Full of Tears," by Gladys Knight on Fury.

Irving Music reports holiday selling has already started with them, and salesman Cal Hackett says new LP's selling well there are Jimmy Smith's "Midnight Special" on Blue Note, and Horace Silver Quintet's "At the Village Gate." The Smith album was also a big seller at Quality Music store. Todd's Music Department downtown was making its best album sales with the solid senders: Elvis in Hawaii, Judy at Carnegie Hall, Gloria Lynn and, naturally—those twisting twisters.

No Balto. Breakouts

BALTIMORE—Holiday selling was just beginning to swing here last week, producing no breakouts but showing extra good action on chart newcomers "Town Without Pity," by Gene Pitney on Musicor; "Walkin' With My Angel," by Bobby Vee on Liberty, and "Well, I Told You," by the Chantels on Carlton. The Tokens' "Lion" was still top cat among the chart-climbers, and Chubby Checker's "Let's Twist Again" was pacing it. Loudermilk's "Language of Love" on RCA was getting across strongly with the customers.

Stores with downtown and suburban branches reported their suburban outlets were lagging a bit behind downtown, but were expecting to get into the holiday sales orbit on the Thanksgiving weekend. A flurry of early snow in this area brought dismayed groans of "Not again!" from dealers remembering last winter's sales' chill during the blizzards, but skies were clear again last Monday (20).

A new face in Baltimore was "Running Out of Kisses," by Chuck Foote, which one dealer reported was having a real sales run.

Newer albums clicking here were James Baez's "Folk Songs, Vol. II" on Vanguard, and the new Dion LP of "Runaround Sue." A spurt in the new Ray Charles album was attributed by one dealer to a stretch of "seven minutes of twist rhythms." Steadiest album sales are still the show-tune LP's and Elvis' "Blue Hawaii."

Protect Retailers

Continued from page 2

need of record clubs to have a peg on which to hang their money-saving offers. Now, however, with the retail discount situation what it is, the \$3.98-\$4.98 value concept has become virtually fictional, with pop hit LP's going for as little as \$1.39. With the public constantly being educated to such prices through extensive newspaper advertising, it no longer is appropriate, say the experts, to compare a club offer to a \$3.98 value. This feeling is boiled down in the words of one trader, to simply, "Who's kidding who?"

Yet another factor of Victor's interest in price problems is its recent move to reactivate its old Groove label at a singles price of 49 cents.

In line with reducing costs to the point where a new lower level of prices might be permitted, it can be noted that pressing prices have undergone slight recent decreases. On another front, it is no news that a number of companies have made moves toward consolidation of distributing facilities, by eliminating some expensive branches and maintaining only small office space for sales personnel in some key areas and serving these sectors from other depots.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	BIG BAD JOHN, Jimmy Dean, Columbia 42175		
2	3	CRAZY, Patsy Cline, Decca 31317		
3	2	TONIGHT, Ferrante and Teicher, United Artists 373		
4	5	MOON RIVER, Jerry Butler, Vee Jay 405		
5	8	SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876		
6	6	JUST OUT OF REACH (of My Two Open Arms), Solomon Burke, Atlantic 2114		
7	7	MOON RIVER, Henry Mancini, RCA Victor 7916		
8	4	SAD MOVIES (Make Me Cry), Sue Thompson, Hickory 1153		
9	13	SMILE, Timi Yuro, Liberty 55375		
10	11	UP A LAZY RIVER, Si Zentner, Liberty 55374		
11	—	WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051		
12	—	WHEN I FALL IN LOVE, Lettermen, Capitol 4658		
13	14	TONIGHT, Eddie Fisher, Seven Arts 719		
14	15	TAKE FIVE, Dave Brubeck, Columbia 41479		
15	19	GYPSY ROVER, Highwaymen, United Artists 370		
16	17	JOHNNY WILL, Pat Boone, Dot 16284		
17	18	DANNY BOY, Andy Williams, Columbia 42199		
18	10	BRIDGE OF LOVE, Joe Dowell, Smash 1717		
19	9	THE WAY YOU LOOK TONIGHT, Lettermen, Capitol 4586		
20	12	I'LL BE SEEING YOU, Frank Sinatra, Reprise 20023		

Cleveland Hit By Twisters

CLEVELAND—This market is twisting like many others with Chubby Checker's two singles, "The Twist" and "Let's Twist Again," and Joey Dee's "Peppermint Twist" all selling well. All of these are on BMW's "Hot 100" chart in strong positions. The Carlton "Peppermint Twist" by Danny Peppermint is also moving well here as are the Roulette and Parkway Twist LP's. "Little Altar Boy" by Vic Dana on Dolton came in with strong sales this week for the first time. It is No. 99 on the "Hot 100" chart this week). "Moon River" singles by both Jerry Butler and Henry Mancini are doing exceptionally well this week with the flick playing downtown. Mancini's LP, "Breakfast at Tiffany's," No. 13 on

Houston Searchin

HOUSTON — Jack Eubank "Searchin'" on Monument, No. 91 on the "Hot 100" emerge as the strongest selling single in this area last week. A new "Peppermint Twist" is twisting into this market, according to scattered reports, as recorded by the Twisters on the Dual label. On the LP front, Jimmy Dean "Big Bad John" package on Columbia is showing the strongest sales potential among the new album releases.

BMW's Top LP chart, is also selling very strongly here.

Dealers expressed good feeling about both singles and LP sales and particularly the early start on Christmas LP merchandising. "We bought it early, put it out and it's moving nicely," dealers declared.

Coming in December



Spotlighting

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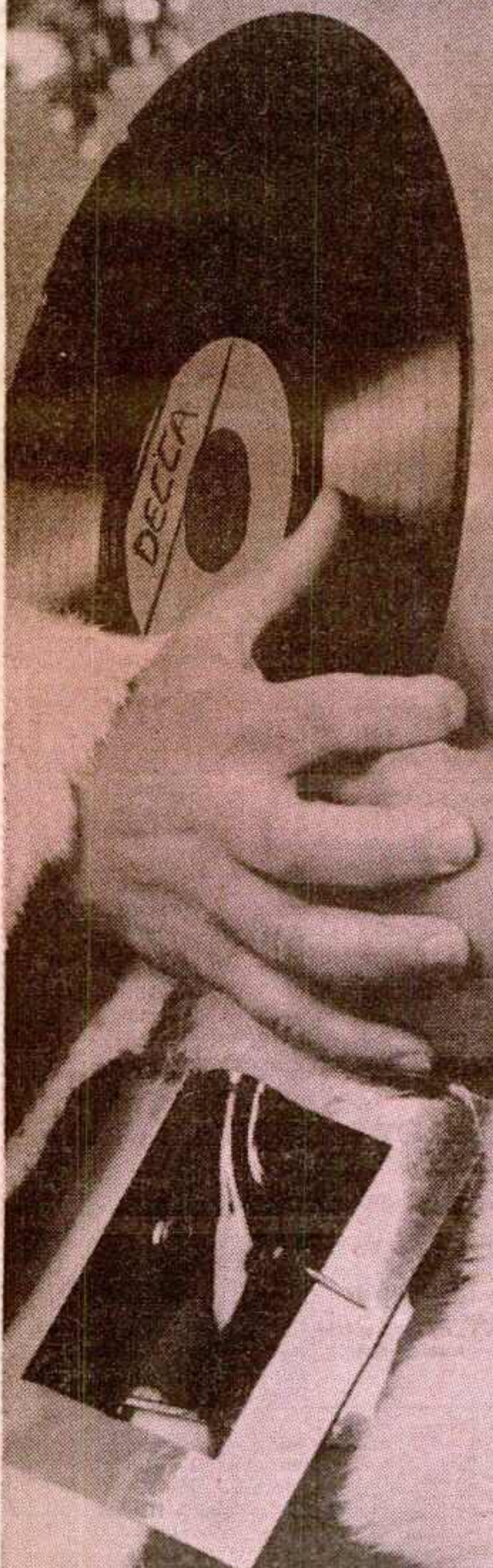
JUKE BOXES

—Products and Prospects Around the World

Total estimated world-wide distribution, 26,175 copies. This is comprised of 21,175 regular every-week readers of Billboard Music Week (more than twice as many as the next publication in the field), plus approximately 5,000 promotional copies.

To place your advertising order, or for further information, contact your regular Billboard office: NEW YORK, 1564 Broadway—PLaza 7-2800; CHICAGO, 188 Randolph—CEntral 6-9818; HOLLYWOOD, 1520 N. Gower—HOLLYWOOD 9-5831. In Britain & West Europe: Arthur Roseff, 31 Devonshire Pl., London W.1, England—WEIbeck 0356.

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BRENDA LEE'S

ROCKIN' AROUND THE CHRISTMAS TREE

(written by Johnny Marks)

30776



THE YEAR AFTER YEAR AFTER YEAR

ORIGINAL BEST SELLING VERSION . . .

JINGLE BELL ROCK

BOBBY HELMS

30513

Stereo FM Programming Should Aid Dealer Sales

NEW YORK — Stereo radios, phonograph and record sales here may show a sharp increase shortly, as the result of extensive merchandising and promotion on the dealer level by the new Friendly Frost station WTFM, the country's first 24-hour-a-day FM stereo outlet.

'Lion's Roar' in Quiet Settlement

NEW YORK—In an amicable settlement with publisher Howie Richmond, cleffers Hugo Peretti, Luigi Creator and George Weiss have waived their publishing rights in the song, "The Lion Sleeps Tonight," to Richmond's Folkways firm.

The tune, now getting action via a recording by the Tokens on RCA Victor, had been credited to Token Music. The writers thought their version was based upon public domain material but in reality it infringed upon a melody line which is a Folkways copyright, namely, "Wim-O-Weh."

Under the arrangement with Richmond, the three writers will participate in the song's earnings via royalties, performance credits, etc.

Folkways, through agreement with the aforementioned writers, will shortly issue a new publication of the song, making use of the material used in the current "The Lion Sleeps Tonight." Richmond and the writers — is of particular interest to today's music business inasmuch as so much recorded material derives from folk origins. The chief point at issue in many of these instances is this: whereas it is not possible to copyright a public domain song, one can copyright and protect original material created for a public domain song.

The station, which went on the air last Saturday (25), provided more than 2,000 retailers of FM stereo sets with special merchandising kits, including window streamers inviting the public to come in and hear stereo broadcasts by WTFM at any hour of the day.

Contrary to some broadcasters' complaints that set manufacturers aren't supporting FM stereo, WTFM kicked off Saturday with Admiral, DuMont, Emerson, General Electric, Grundig Majestic, Motorola, Philco, Pilot, H. H. Scott, Stromberg Carlson, Westinghouse and Zenith as regular advertisers.

Advertising Support

The station has its own dealer-support advertising program running in local newspapers. To further insure dealer support, Board Chairman Gerald O. Kaye has "pledged that the Friendly Frost name will not be mentioned over WTFM, because we want the station to belong to all dealers." Even Friendly Frost's new Volare Sound Salon, which is housed with WTFM studios at the new Sound Center, will not be ballyhooed on the air.

"It is far more important to us," said Kaye, "to work with all segments of the industry, to create a radiation of sales of FM stereo sets which will bring them into as many homes in the nation as possible. Realistically, we know that Friendly Frost Stores will get their fair share of the rising volume of business which will result."

The salon was named Volare in keeping with the continental programming theme of WTFM. In addition to musical programming (culled from a library of 50,000 stereo selections), the outlet is featuring taped-broadcasts

(Continued on page 31)

PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION

What are a woman's chances today of entering local radio as a disk jockey and what are the primary requisites for her success?

THE ANSWERS

**DOTTY ABBOTT
WHER, MEMPHIS**

Depending largely on the market, her chances today are better than at any time in the past. In many areas women have proven to be highly effective air salesmen. When she abandons the breathless, sexy sound for the sincere approach, she graduates into the realm of serious radio. Above average intelligence and a sense of humor are excellent qualifications and a pleasant, pretty voice is an added asset.



**CANDY LEE
WBWC, Berea, O.**

I believe that a woman's chances are quite good considering she has talent, personality and a lot of perseverance. She will meet up with opposition from the male population who believe that the woman's place is in the home! My advice is to just keep trying, and keep in mind always that "if at first you don't succeed—try, try again!"



**JANIE JOPLIN
WHER, Memphis**

Because it's the women of America who hold those important purse strings, and because women prefer to buy from women, radio managers are using more and more feminine voices on the airways! Girl announcers need pleasing voices of course. The first requirement for success, though, is a warm, friendly voice, rather than the old fashioned professional sound. She needs wit and plenty of common sense.



NEW YORK—Capitol Records announced plans last week to go through with the cast recording of the Broadway musical, "Kwamina." The show, which has an African locale, closed Saturday (18) after a run of only a few weeks.

Despite this fact, Capitol executives feel the musical score, by itself, is top grade, with critical comment by reviewers at the time of the show's opening bearing them out. The recording was done at Capitol's 46th Street studio here last week.

VOX JOX

By JUNE BUNDY

LP GIMMIX: Paul Coburn, music director-deejay, KWIC, Salt Lake City, is featuring a "Barrel of Albums" stunt on his morning show. Listeners are invited to write in LP requests. The requests are put in a barrel, and Coburn draws out one each day for spinning guidance. At the same time he reads the reason the dialer likes that particular package and sends him or her a copy of the album. On Saturdays the jock features a different LP every hour for six hours. In all, Coburn spotlights 11 different albums per week. "We are the original 'good music' album station for the Mountain West," he writes, "and have received many good comments on this album feature."

CANADIAN GAB: "Red" Robinson, CKWX, Vancouver, B. C., Canada, writes, anent Mel Torme's recent nitery appearance in that city, "Mel refused to be interviewed by disk jockeys from a 'format' station. A local newspaper quoted him as saying that disk jockeys of local stations are prostituting rock and roll garbage, and that he won't lend himself to this type of radio. He said he would gladly talk to anyone else but not rock and roll station jockeys." . . . Another Canadian broadcaster Lou F. Tomasi, production manager of CJSP, Leamington, Ont., is a proud papa this month—his third boy.

CHANGE OF THEME: Ray Kline, deejay at WITE, Brazil, Ind., has been named program director at that outlet. . . . Doug MacKinnon, all-night man at KIOA, Des Moines, Ia., for the past four years, has moved into the 6:30-10 a.m. time slot. . . . Don Hedges is the new manager of KISN, Portland, Ore. . . . Ray Court is new host on the 7-10 p.m. show at KING, Seattle. . . . Grady Edney, national program director Storer Broadcasting Company-Radio, and Clude C. McClymonds, Storer's manager of special services, have been elected vicepres.

Richard Ward Fatherley, formerly with WABC, New York, has joined WICC, Bridgeport, Conn. . . . The following staff promotions were made at WTMA, Charleston, S. C.: George Wilson, executive operations manager; Doug Randall, program director; Bobby Dee, production director, and Lee Simms, public service director. . . . Joe Murray has resigned as co-director of the music department at WLEE, Richmond. Gene Loving, heretofore co-director with Murray, is now director of music for the station.

Johnny Fairchild is now doing his TV Dance Parties and record hop shows at KROD-TV, El Paso, Tex., and needs wax. . . . New jock line-up at WJAC, Johnstown, Pa., is as follows: Frank Dell, 5:30-10 a.m.; Mike Croft, 10 a.m.-noon and 2-5 p.m.; Bob Kopler, 12:15-2 p.m. and 5-8 p.m., and Don Richards, 8 p.m.-1:30 a.m. Kopler notes: "We at WJAC were pleased to hear of the definite trend toward moderate music, big bands and increased news coverage. (See BMW, November 13.) WJAC has maintained this policy for many years with both audience and sponsor satisfaction."

Richard Campbell, formerly program director at WDVA, Danville, Va., has succeeded Emerson J. Prylor as general manager of that outlet. Jeff Waugh, heretofore continuity director of WDVA, has assumed the additional duties of p.d. . . . Jeff Diamond is now spinning "town and country music" at KTLW, Texas City, Tex., from 5 to 6:30 a.m. . . . Jim O'Neill, KRLA, Los Angeles, has changed from the 3-6 p.m. time period to the 6-9 p.m. evening seg. . . . Mel (Morning Mayor) Phillips, ex-WKKO, Cape Canaveral, Fla., has moved into the early-morning slot at WKDA, Nashville.

YESTERYEAR'S HITS

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago DECEMBER 1, 1956

1. Love Me Tender, E. Presley, RCA Victor
2. Singing the Blues, G. Mitchell, Columbia
3. Green Door, J. Lowe, Dot
4. Just Walking in the Rain, J. Ray, Columbia
5. True Love, B. Crosby-G. Kelly, Capitol
6. Blueberry Hill, F. Domino, Imperial
7. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
8. Honky Tonk (Parts I & II), B. Doggett, King
9. Hey, Jealous Lover, F. Sinatra, Capitol
10. Friendly Persuasion, P. Boone, Dot

POP—10 Years Ago DECEMBER 1, 1951

1. Cold, Cold Heart, T. Bennett, Columbia
2. Because of You, T. Bennett, Columbia
3. Sin, E. Howard, Mercury
4. Jealousie (Jealousy), F. Laine, Columbia
5. Sin, Four Aces-A. Albers, Victoria
6. Undecided, Ames Brothers, L. Brown, Coral
7. I Get Ideas, T. Martin, RCA Victor
8. Down Yonder, Del Wood, Tennessee
9. Sin, S. Churchill, RCA Victor
10. Domino, T. Martin, RCA Victor

RHYTHM & BLUES—5 Years Ago—DECEMBER 1, 1956

- Blueberry Hill, F. Domino, Imperial
Slow Walk, S. Austin, Mercury
Oh, What a Night, Dels, Yee Jay
Love Me Tender, E. Presley, RCA Victor
I Feel Good, Shirley & Lee, Aladdin
Since I Met You, Baby, L. J. Hunter, Atlantic

- In the Still of the Night, Salins, Ember
On My Word of Honor, B. B. King, RPM
Whatcha Gonna Do When Your Baby Leaves You!, C. Willis, Atlantic
Slow Walk, B. Doggett, King

ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

SI ZENTNER

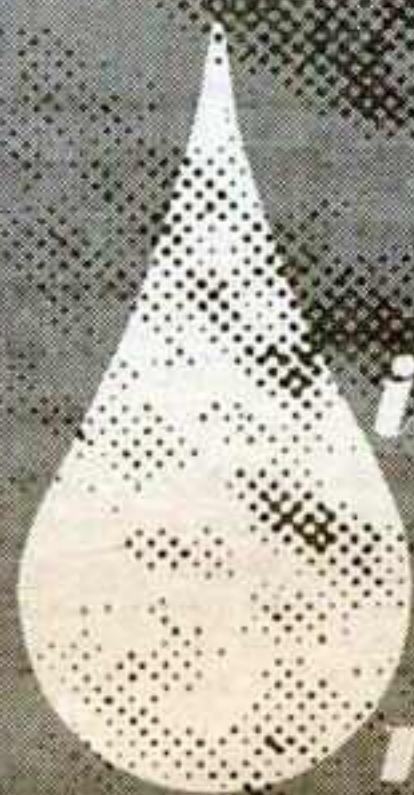


Recording exclusively for Liberty Records is Si Zentner, whose Hollywood orchestra has become one of the nation's hottest dance bands in the past year. Last December, Zentner's was voted the most promising band by America's disk jockeys in BMW's annual D.J. Poll, and since that time he has become increasingly successful. The talented trombonist and band leader is presently scoring well on the Hot 100 with a socko

single version of "Up the Lazy River." The Zentner band is also garnering much action with their latest LP tagged "The Big Band Plays the Big Hits."

Zentner began his musical career at the age of 4 as a prodigy on the violin. He was concertmaster of the school band at a Brooklyn high school, and the trombone star also led his own dance orchestra at school functions and local gatherings. While still in his teens, Zentner played mountain resorts with such stars-to-be as Danny Kaye and Sid Caesar, and soon after became first trombonist with the late Jimmy Dorsey, then Harry James and later Les Brown.

A few years ago Zentner hit Hollywood and held the lead trombone chair in the MGM studios orchestra. His solos could be heard backing such top vocal names as Frank Sinatra, Bing Crosby and Dinah Shore on many of their recordings. A little over a year ago, Zentner decided the time was ripe for a big band specializing in smooth dance music and organized his own orchestra. The group's numerous personal appearances across the country were quite successful. The Si Zentner Orchestra is currently making its debut New York appearance at the Hotel Roosevelt. To aid him in his fast-rising career, Zentner recently signed an exclusive management contract with veteran Willard Alexander.



*it's tear-iffic...
a 1,000,000
handkerchief
release!*

patti page

“go on home”

Mercury 71906

The greatest waltz yet

The “weeper” of the decade

Another “Tennessee Waltz” for Patti



New York ARD Meeting Seeks Fold Hartford Decca Branch

• Continued from page 3

ing together. The latter was explained as "not as an organized boycott, but by the dispensing of information as to the unfair practices that certain manufacturers and distributors follow and the assumption that the record dealer has enough intelligence to make the right decision himself."

Gensler also noted various aims of the group as follows: (1) To obtain industry-wide agreement not to cut out merchandise without prior warning, (2) to win industry approval of a more realistic pricing plan, (3) formulation of a plan under which bonus stamps from "supermarkets, gas companies, dog food outfits, and cigaret firms," would be redeemable at record stores, and (4) establishment of a more realistic 5 per cent return and guaranteed sale policy.

Air Gripes

Following his talk, Gensler threw the meeting open for general discussion of gripes and what to do about them. At this point, there were a continuing series of statements from various firebrands regarding the necessity of "cleaning up the mess," the fact that "the barn is on fire now, not tomorrow, and catastrophe is coming shortly," and attacks on "some big firms who have gone direct to Hollywood to get their records." This was believed to be a vague reference to the fact that some of the bigger discount stores may be dealing with manufacturers direct

Macy's Opening Language Center

NEW YORK — R. H. Macy, leading department store here, has launched an educational and language disk center. The center, which is being serviced by Melody Record supply Company, a local distributor, will be tested for 13 weeks. If the effort is successful, centers in other Macy stores and in other major department stores are also planned.

The department in Macy's will have as participants, the Conversation Institute, Folkways Records, Instant Learning Records, Living Language Records and the Linguaphone Institute. Among the offerings will be basic and advanced courses in 35 languages, for both children and adults; spelling for second through seventh grade levels; great literature narrated by well-known actors and educators; basic English for foreign-speaking people; speech improvement; ethnic customs from various continents; typing stenography.

rather than through distributors, thereby supposedly getting a lower price.

Another concrete decision called for the establishment of a newsletter to all member dealers in the New York and New Jersey area, to be dispatched at least once a month. The newsletter will contain all the latest information on special deals being made available from any local distributors to any member dealers. Thus every dealer would have a chance to pitch for the same deal. Other timely information on local and area conditions and news would be phoned in to the newsletter editor who would publish the material in the sheet.

At the conclusion of the session, another meeting was scheduled for January.

Distrib Price War Spreads

NEWARK, N. J. — The price war, which erupted here last week on singles, is continuing. (Billboard Music Week, November 2.) Two weeks ago, Essex Distributors offered 10 of its best-selling singles to dealers at the price of 53 cents each, or 7 cents less than the usual dealer price of 60 cents. Apex-Martin Distributors followed suit with a five-record offer. This week Essex offered 10 more records at the special 53-cent price, some of them offered previously, others being new ones.

Apex-Martin did not follow the Essex lead again last week—but a number of other distributors did. All State, which handles such labels as MGM, Mercury, Kapp, London and United Artists here, offered a number of hot singles to dealers at 51 cents each, as long as the dealer ordered a minimum of 50 pieces. And the RCA Victor distributor in town offered its singles at an additional 5 per cent discount.

Dealers were not displeased with offers of strong singles at discount prices since it gave them a break when they discounted the retail price of singles, as a number of outlets are doing here these days. The reason for the lower wholesale price to dealers by the Newark distributors is reportedly in retaliation for the special price offered by one distributor in town, as well as transshippers sending merchandise into Newark from outlying areas. Whatever the reason dealers are pleased that for once they are getting a break.

NEW YORK — A consolidation of distribution operations, noted frequently in recent months, continued a factor last week when the imminent closing of Decca's Hartford branch became known.

The Hartford move is another step in a process begun several years ago by Decca, in which branches with expensive warehouse facilities as well as sales staffs, came to be replaced with one or more resident salesmen in a given market, with product service by overnight shipment from a branch maintained in another area.

Commenting on the latest move, Decca Vice-President of Sales, Syd Goldberg, said: "We're in a progressive business. Today the LP has become the dominant factor and there is little of the fast counter trade in LP's which is so much a part of the singles business. LP's generally don't have the overnight hit quality and they don't require immediate service. If they are received the next day after an order is placed, that's plenty of time. That is why having many factory warehouse outlets is no longer essential. If you have a singles hit, they'll find you where-ever you are anyway."

In a little over a year, Decca has closed branches in Salt Lake City, Louisville, Pittsburgh, Denver, Oklahoma City and now Hartford. A rumor regarding the possible closing of the Boston branch was stoutly denied by Goldberg.

Hi-Fi House, FM Pulls Mpls. Crowd

MINNEAPOLIS — Visitors to the recent Northwest Hi-Fi Stereo and Music Show found the equivalent of a 24-room house in the center of the Auditorium main floor.

The 16-by-24-foot rooms were specially constructed to offer exhibitors of audio equipment, television sets, pianos, organs and other musical equipment ideal conditions in which to demonstrate their products. In addition, there were exhibits surrounding the interior walls of the Auditorium and in the entrance corridors. These displayed non-audio equipment, cabinets, records, tape recorders and other audio component parts.

First demonstration of stereo FM radio in the Upper Midwest was a feature of the show. WAYL-TV, Minneapolis, which went on the air in stereo Monday (13), broadcasting directly from the show.

H. R. Letzter Named Hammond Sales Mgr.

CHICAGO — H. R. Letzter, formerly vice-president and general sales manager for Webcor here, was named national sales manager of Hammond Organ Company recently.

Announcement came from Stanley M. Sorenson, president, who said that Letzter will be responsible within the U. S. for implementation by dealers of the Hammond Organ merchandising program, for the organization of national distribution and for the activities of all district representatives.

Letzter had been with Webcor since 1948. During World War II, he was a major in the Air Force. He resides in Bensenville, Ill.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers, based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

PHONOS LISTINGS BETWEEN \$301 AND \$400

Position This Issue	Position 8/28/61	Brand	% of Total Points
1	1	Magnavox	29.3
2	2	Stromberg-Carlson	12.2
2	7	Fisher	12.2
4	—	RCA Victor	9.0
5	—	Curtis-Mathes	8.5
6	3	Pilot	5.3
6	—	Grundig-Majestic	5.3
6	—	Capehart	5.3
9	6	Webcor	4.8
		Others	8.1

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

ATLANTIC-ATCO—Expires November 30, 1961. Started October 30, 1961. "The Right Deal at the Right Time." One LP given free with the purchase of eight LP's. Deal is available to dealers through distributors and covers entire catalogs of both labels and new releases. All qualifying dealers offered deferred billing and 100 per cent exchange privilege. See page 4, October 30 issue, for details.

KAPP—Expires November 30, 1961. Started October 10, 1961. October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.

LIBERTY—Expires November 30, 1961. Starts October 30, 1961. Ten per cent cash discount on the label's Christmas product, including its Robert Rheims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See page 2, October 16 issue, for details.

WONDERLAND—Expires November 30, 1961. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

90TH FLOOR RECORDS—Expires December 1, 1961. Started October 30, 1961. Dealers are offered a 10 per cent discount on complete catalog.

ABC-PARAMOUNT—Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

ARGO—Expires December 15, 1961. Started November 6, 1961. Stocking Plan. One free LP for every six purchased on the entire Argo catalog, including two new releases. Available through distributor.

PRESTIGE—Expires December 15, 1961. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

CAPITOL-ANGEL—Expires December 22, 1961. Started October 16, 1961. Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.

CAPITOL—Expires December 22, 1961. Started October 30, 1961. Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See page 20, November 13 issue, for details.

MERCURY—Expires December 31, 1961. Started November 1, 1961. "Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.

PETER PAN—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.

STARDAY—Expires December 31, 1961. Started November 8, 1961. Country Music Hall of Fame Sale. Through distributors, dealers are offered one free "Hall of Fame" album on each five ordered. Same deal applies to three other double-pocket albums: "Country Music Spectacular," "More Country Music Spectacular" and "Banjo Jamboree Spectacular."

PARKWAY—Limited offer. Started November 13, 1961. Fifteen per cent cash discount on the Chubby Checker LP, "Your Twist Party," available through distributors.

TIME—No expiration date. Started November 1, 1961. Entire Series 2000 catalog will be available on a buy six-get-one-free basis.

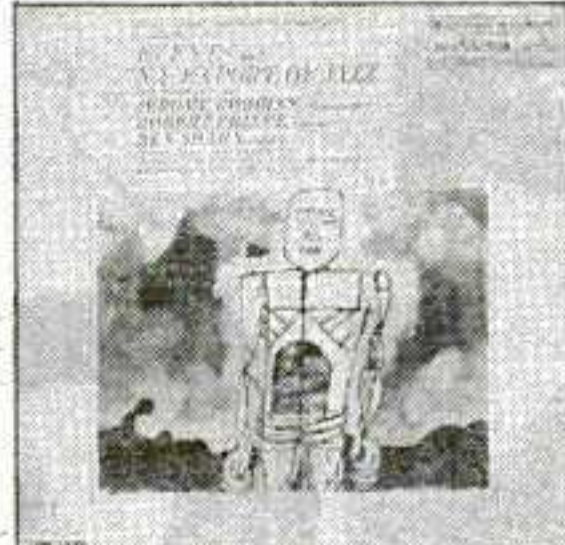
MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

CONCERT-DISC—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.


ALBUM COVER OF THE WEEK



NEW FOLKS—Various Artists, Vanguard VRS-9096. An attractively designed cover by Jules Halfant in shades of orange and mustard. Photo insets of the talent are in black and white. Good display material.



MUSIC EXTRACTS FROM JEROME ROBBINS' "BALLET: U. S. A."—RCA Victor LPM-LSP 2435. The eye-catching modern cover painting, set on a white background, is from Ben Shahn's set designs for Robbins' ballet, "Events." Top item for display.

To Get Your
DECCA  **HOLIDAY SALES**
Out of the
Doghouse

Here's a *NEW*
CHRISTMAS

Hit by

**THE
WILBURN
BROTHERS**

**TAG
ALONG**



31333

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

BRITAIN

Table listing hits in Britain with columns for 'This Week' and 'Last Week'. Songs include 'His Latest Flame', 'Take Good Care of My Baby', 'Tower of Strength', 'Big Bad John', 'Moon River', 'Walking Back to Happiness', 'The Time Has Come', 'Take Five', 'Midnight in Moscow', 'The Savages', 'Runaround Sue', 'Girl in Your Arms', 'Soco Soco', 'Hit the Road Jack', 'I'll Get by', 'Mexicali Rose', 'You Must Have Been a Beautiful Baby', 'Moon River', 'I'm a Moody Guy', 'Boomerang', 'Bless You', 'Creole Jazz', 'Wild Wind', 'This Time', 'Let's Get Together', 'Let True Love Begin', 'Runaround Sue', 'You'll Answer to Me', 'Tomorrow's Clown', 'Everlovin'.

GERMANY

Table listing hits in Germany with columns for 'This Week' and 'Last Week'. Songs include 'Pequito', 'Weisse Rosen aus Athen', 'Am Missouri', 'Oh Billy, Billy Black', 'Warte, Warte Nur ein Weilchen', 'Mexico', 'Tanze mit Mir in den Morgen', 'Der Mann im Mond', 'Schlager von Einst', 'In Honolulu', 'La Paloma', 'Einmal Komm Ich Wieder', 'Kommt ein Schiff nach Amsterdam', 'Beim Candlelight', 'So Leben Wir', 'Brigitte Bardot', 'Schade, Schade, Schade', 'Berlin Melodie'.

SPAIN hits: 1. MOLIENDO CAFE (Lucho Gatica), 2. QUISIERA SER (Duo Dinamico), 3. TONIGHT MY LOVE TONIGHT (Paul Anka), 4. TA GRISA MATAKIA (Alecio Pandas), 5. ENAMORADA (Los 5 Latinos), 6. MARY CARMEN (Duo Dinamico), 7. DANCE ON LITTLE GIRL (Paul Anka), 8. LA NOVA (Antonio Prieto), 9. PRESENTIMIENTO (Jose Guardiola), 10. LLORANDO ME DORMI (Hnos. Rigual).

SPAIN

Table listing hits in Spain with columns for 'This Week' and 'Last Week'. Songs include 'Moliendo Cafe', 'Quisiera Ser', 'Tonight My Love Tonight', 'Ta Grisa Matakia', 'Enamorada', 'Mary Carmen', 'Dance on Little Girl', 'La Nova', 'Presentimiento', 'Llorando Me Dormi'.

NORWAY

Table listing hits in Norway with columns for 'This Week' and 'Last Week'. Songs include 'Michael', 'I'm Gonna Knock on Your Door', 'Walking Back to Happiness', 'Violetta', 'Girl in Your Arms', 'Little Sister', 'Down by the Riverside', 'Hello Mary Lou', 'Big Bad John', 'Putti Putti'.

SWEDEN

Table listing hits in Sweden with columns for 'This Week' and 'Last Week'. Songs include 'Den siste Mohikanen/Petter och Frida', 'Violetta/Soria Moria', 'Hello Mary Lou', 'Alpens Ros', 'Putti Putti', 'Du har bara lekt med mej/Bortom Bergen', 'I'm Gonna Knock on Your Door', 'Little Sister', 'A Girl Like You', 'Kara Mor'.

Asia & Pacific

NEW ZEALAND

Table listing hits in New Zealand with columns for 'This Week' and 'Last Week'. Songs include 'Big Bad John', 'Crying', 'Kon Tiki', 'The Mountains High', 'As if I Didn't Know', 'More Money for You', 'Hit the Road Jack', 'Walking Back to Happiness', 'Surrender My Love', 'Reach for the Stars'.

AUSTRALIA

Table listing hits in Australia with columns for 'This Week' and 'Last Week'. Songs include 'Crying', 'Sad Movies', 'I'm Counting on You', 'Goodbye Cruel World', 'You're the Reason', 'Mexico', 'Big Bad John', 'Five Foot Two', 'My Boomerang Won't Come Back', 'So Long Baby', 'A Wonder Like You', 'Kon Tiki', 'Runaround Sue', 'Hey Little Angel', 'Tower of Strength'.

HONG KONG

Table listing hits in Hong Kong with columns for 'This Week' and 'Last Week'. Songs include 'Hollywood', 'A Wonder Like You', 'Chang Chang Cha Cha', 'I've Told Every Little Star', 'Take Good Care of My Baby', 'Speak Low', 'Sad Movies', 'Ciucciariello', 'I'm Gonna Knock on Your Door', 'Without You'.

JAPAN

Table listing hits in Japan with columns for 'This Week' and 'Last Week'. Songs include 'Moliendo Cafe', 'Kimi Koishi', 'Koshu', 'Little Devil', 'Runaway', 'Broken Promises', 'Ueo Muite Arukoo', 'Yama no Rosaria', 'Wheels', 'Suudara Bushi'.

SOUTH AFRICA

Table listing hits in South Africa with columns for 'This Week' and 'Last Week'. Songs include 'Little Sister', 'Send Me the Pillow You Dream On', 'A Girl Like You', 'His Latest Flame', 'Sweet Little Sixteen', 'Dum Dum', 'Take Good Care of Her', 'Rain Drops', 'Michael', 'Judy'.

The Americas

PERU

Table listing hits in Peru with columns for 'This Week' and 'Last Week'. Songs include 'Escandalo', 'Compite Cundunga', 'Mochita', 'Quiero Amanecer', 'Fina Estampa', 'Entre Pecho y Espalda', 'Arrepentida', 'Cien Libras de Barro'.

MEXICO

Table listing hits in Mexico with columns for 'This Week' and 'Last Week'. Songs include 'Popotitos', 'El Loco', 'Acapulco Rock', 'Besos por Telefono', 'Enorme Distancia', 'Agujetas, Color de Rosa', 'Elovia', 'Mucho Corazon', 'Polvora', 'Suspensio Infernal'.

ARGENTINA

Table listing hits in Argentina with columns for 'This Week' and 'Last Week'. Songs include 'And the Heaven Cried', 'Wheels', 'Noche de Brujas', 'Runaway', 'Quiero Amanecer', 'Escandalo', 'High Class Baby', 'Tonight My Love', 'Little Devil', 'Angelica'.

AUSTRALIA

Connie Stevens Title a Hit

By FRED ZILLER
Mollwaldplatz 1, Vienna
Connie Stevens' first German record, "La Le Lu" by Heino Gaze (Warner Bros.), with flip side "Man Soll Sich Nicht So Schnell Verlieben" ("Don't Fall in Love Too Fast") by Buchholz and Berling (both titles arranged and played by Werner Muller), is already a hit here. . . . French singer Marcel Amont has his first German waxing of "Er Studierte Musik An Der (Continued on page 18)

A Song That's Heart-Bound

!!!!!!!!!!!!NOW!!!!!!!!!!!!

A Hit That's Chart-Bound!

JIM REEVES



LOSING YOUR LOVE

7950

From the man who has given you great ballad hits before, a new sure-fire seller in the unbeatable Reeves style. Order now!

RCA VICTOR
TM&© RADIO CORPORATION OF AMERICA



The most trusted name in sound

Appearing with the "Grand Ole Opry" at Carnegie Hall Wednesday, November 29th!

BRITAIN

EMI New Rep for Laurie, Le Grande

By **DON WEDGE**
News Editor, New Musical Express

Two more U. S. labels, Laurie and Le Grande, are switching from Top Rank to EMI proper. In a deal finalized here November 14, the two labels will get release on HMV in Britain. Also included in the new contract will be New Zealand and South Africa as well, possibly, as other territories. The pact was set up by EMI Records' Managing Director **L. G. Wood**, and Laurie's **Bob Schwartz**. Last Laurie-Le Grande-Top Rank release is expected to be U. S. Bonds' "School Is In" on December 1. In

MEXICO

Arcaraz LP From England Due Soon

By **OTTO MAYER-SERRA**
Editor, Audiomusica
Apartado 8688, Mexico City

Tapes of the Luis Arcaraz LP, "Happy Return," have been ordered from Musart by EMI to be issued in England. . . . From Frech Pathe, Musart will take into the catalog the third volume of "Pages Celebres," played by **Frank Pourcell** and his orchestra. . . . **Bill Haley and His Comets** are recording an LP for Orfeon, called "Twist," with "Let's Twist Again," "Spanish Twist" and 10 other selections; seven of them will be controlled in Mexico by Pham publishing.

Puerto Rican singer **Estrellita Salinas** arrived from New York with a recording contract for Orfeon. . . . **Willy Buerekle**, promotional manager of Peerless, brought back from his six-week trip to South America the tapes of the first recordings of **Carlos Ruiz**, rock and roller of the Peruvian "new wave," to be issued and promoted in Mexico.

After an absence of four years and having recorded an LP for RCA Mexicana, tango singer **Roberto Arrieta** will be back for Christmas in his native Buenos Aires. . . . After a week's visit to the headquarters of his company, **Stanley W. Steinhaus**, director of Orfeon-Dimsa of Venezuela, disclosed that beginning January 1962 he will start pressing his catalog locally. Three presses have already been installed at the new plant of the Venezuelan branch of Dimsa. . . . **Hector Martinez Anaya** was appointed fourth artistic director of Columbia.

LES EDITIONS TUTTI-PARES and GERARD TOURNIER

are pleased to announce
the creation of the publishing firm

MILLS FRANCE

which will exclusively represent
all of the MILLS catalogs in France
and associated countries: Andorra,
Monaco, Tunisia, Morocco, Belgium
and Luxembourg.

a similar move last September, Vee Jay switched from Top Rank to EMI Records in Britain.

Visitors

Pye joint General Manager **Louis Benjamin** flew out November 15 to Los Angeles en route to Australia on his first visit to his firm's local subsidiary. . . . United Artists Music President **Max Youngstein** and "Never On Sunday" composer **Manos Hadjidakis** were both scheduled for London visits. . . . Gill-Pincus Music's European representative, **Lee Pincus**, was spending last week on the Continent, largely on behalf of "Big Cold Wind" and "God, Country and My Baby"—latter a recent acquisition for most European territories except Britain. . . . U. S. composing team **Roy Bennett** and **Sid Tepper** due here for the December 13 premiere of the **Cliff Richard** film "The Young Ones" to which they contributed, including the hit song "Girl in Your Arms." . . . Liberty Chairman **Si Waronker** was in London last week.

Publisher Business

The BBC publicly apologized to the Music Publishers' Association which had protested at remarks on "Saturday Club," a top-rated pop music show, that it had been inundated with false requests from publishers. . . . There was a protest, too, from **Cliff Richard's** manager **Peter Gormley** over the American release of the **Connie Francis** (MGM) "Boy in Your Arms," a version of a number from **Richard's** film which has not even been seen here yet (see above). **Gormley** felt that any recording should have awaited U. S. screening of the film.

Disk Business

During his stay at the **Ronnie Scott Club**, **Zoot Sims** waxed an album for **Fontana**, the first American jazz musician to record here since the 1930's. . . . Joining **Pye's** a.&r. staff at the end of the year is **Raymond Horricks**; he is at present with **Decca**, where he produces **Anthony Newley**, **Ted Heath** and **Frank Chacksfield** disks among others. . . . Next U. S. label for **Lonnie Donegan** is expected to be **ABC-Paramount**. He may record for the firm during a New York visit this month. . . . **Mark Wynter** and **Jess Conrad** both got AFTRA clearance for U. S. TV dates to launch new **London Records** releases this month.

VAF settled its strike against the **ITV** companies, but **Equity**, which includes many deejays, continues its efforts. The dispute is affecting TV exposure of disks.

"The Lion Sleeps Tonight" by the **Tokens** (RCA), scheduled for

FRANCE

Tutti-Pares Rep for Mills & Bob Mellin

By **EDDIE ADAMIS**
92 quai du Marechal Joffre
Courbevoie (Seine)

Les Editions Tutti-Pares, run by **Gerard Tournier** and **Jean Pierard**, will be the exclusive representatives of all of the Mills Music catalogs for France and associated countries. They will also represent **Bob Mellin's** catalog, formerly with Editions Jacques Plante.

Arteco's President **Bernard L. Taylor** has been made "Commander of the Order of Artistic Education" in recognition of his achievements in the French record industry in the past 20 years, and in particular for having created the low-priced classical LP series at 9.95 new francs. Sales chief **Serge Beucler** was awarded "La Croix d'Officier" on this same occasion.

Record Sales

No. 3 in the total record sales of **Pathe Marconi** is actually an Arabic record entitled "Sis Lalla Amina," which praises the late Sultan of Morocco. Arabic department chief, **Mr. Hachlef** reveals that the Arab records sales of **Pathe Marconi** represent 80 per cent of the world sales of Arabic records.

New Signings

Jacqueline Nero's "Marlina" is her first record issued by **RCA**. . . . **Philips** has just signed a new rock and roll group, **Jacky Rider** and **Les Starlettes** who recorded "J'ai besoin d'amour." Publisher of both titles is **Tutti**.

Distribution

Jacques Lion of **Sinfonia** has an exclusive contract for distributing **Duscuba** recordings. He has just issued five LP's by **Aragon**, formerly distributed by **RCA**.

New Releases

Ricordi issued an album of the last war's ghetto songs in Yiddish. . . . **Los Machucambos**, **Decca's** South American group, which had one of the biggest hits in France with "Pepito," seem to have a follow-up hit with "Otorino Laringologo." Owing to "Pepito's" fame, **Los Machucambos'** records, old and new, are in big demand.

British release by **Decca** before it entered the U. S. charts, had to be withdrawn "for copyright reasons." . . . The **Mecca** dance hall chain is now using deejays in 33 out of its 40 major ballrooms.

Aussie Newsnotes

• Continued from page 16

Seine" (He Studied Music on the Seine) by **Charley Niessen** and **Joachim Relin**.

The German version of "Jezebel," with German lyrics by **Luth**, starring **Ivo Robic** on **Polydor**, is a hit. . . . **Evi Kent** has a Greek-styled song called "Magapos" by **Gerhard Heinz** on the **Ariola** label.

Greek music again: **Manos Hadjidaki's** melodies from "Traumland der Sehnsucht" picture ("Dreamland of Yearning") became best sellers in both record and sheet music over here. The song "Addio" ("Adios My Love") with German lyrics by **Hans Bradtke** and English lyrics by **Norman Newell**, entered the hit category.

Belina (Odeon), **Nana Mouskouri** (Fontana), **Charolte Marian** (Tempo) sing the German versions. The English versions are sung by **Lyn Cornell** (Decca), **Vera Lynn** (MGM), **Anne Shelton** (Philips).

GERMANY

'Brigitte Bardot' Has 10 Versions

By **JIMMY JUNGERMANN**
102 Ismaninger Street, Munich 27

Munich publisher **Ralph Maria Siegel** and his **Barclay** music publishing firm have 10 recordings of "Brigitte Bardot." These records are available in Germany of the "Brigitte Bardot Cha Cha": **Rolf Peer** on **Ariola**, **Jack Van Doorn** on **Columbia**, **Rainer Bertram** on **Polydor**, **Hawe Schneider** and **Spree City Stompers** on **Vogue**, **Jorge Veiga** on **Ariola**, **Georges Jouvin** on **Electrola**, **Digno Garcia** on **Palette**, **Les Chakachas** on **RCA**, **Roberto Seto** on **Vogue**, and **Burt Bachrach** on **Heliodor**.

Kraus Capers

German-Austrian teen-age idol **Peter Kraus** becomes an European star. In Antwerp he recorded Flemish songs. On November 21 he was guest star in an Italian TV show singing U. S. and German hits, and the Italian versions of his current hits "Blue Melody" and "Heute Und Immer My Love." Peter's TV featurette "Herzlichst—Ihr Peter Kraus" featuring French singer **Sacha Distel** as guest star, will be broadcast in TV programs of Aus-

tria, Switzerland, Denmark, Holland and Belgium.

Publishing

Electrola and **Philips** recorded two new songs by **Hans Wittstatt**. **Hannelore Auer** sings "Du Schenkst Rosen" and **Monika** and **Peter** sing "Spiel Dein Lied, Mandolino." Both songs will be issued in English, too, by **Peter Schaeffers**.

British lyricist **Norman Newell** wrote the English lyrics for these German hits: "Das Kann Morgen Vorbei Sein" by **Werner Scharfenberger** ("Talked It Over With Someone") and "Der Zirkus Kommt" ("When the Circus Comes to Town"), a tune of his own. In addition he has penned English lyrics for the Greek hit "Weisse Rosen Aus Athen" by **Manos Hadjidakis**.

Visitors

Greek composer **Manos Hadjidakis** and his manager **Alexandre Lykourouzes** visited Berlin to meet their German publisher **Peter Schaeffers**. . . . U. S.-British publisher **Edward Kassner**, traveling through Europe, visited Berlin and Munich to meet his German reps here.

JAPAN

Nippon Victor to Handle Mercury

By **TEN KATORI**
Yokohama Correspondent

Mercury repertoire will be distributed here by **Nippon Victor**, affiliate of **Dutch Philips**, in its new line known as "Philips International Series" starting next month. The repertoire has been distributed by **King Records** in the past.

Disk Business

Yahama Music, newly established local publishing company, will enter the sheet record business in tie-in with **Chancellor** and a few other American labels. The firm's new record line, to kick off December 10, will have two-sheet and four-tune books every week. The book will retail at 300 yen (84 cents). The initial offering of the line will feature **Janny Grant**. . . . Two LP's by **Nippon Columbia** will offer 43 theme songs of local firms released the past 20 years.

Francisco Canaro and his 16-member party will arrive in Tokyo November 27 for the presentation of a series of performances in major cities. . . . **Yonezo Hata**, president of **Nippon Columbia**, left Tokyo November 15 for New York for a two-week stay. He wants to export his firm's products to the

U. S. Prior to the visit to the U. S., **Hata** made it clear that he would resign from the current post in **Nippon Columbia** soon after the general meeting of shareholders to be held November 29.

ARGENTINA

Tie Bryant Disks To Coming Tour

By **RUBEN MACHADO**
Lavalle 1783, Buenos Aires

With the announcement of **Anita Bryant's** coming visit to Argentina, **Columbia Records** has issued an LP under the title "Kisses Sweeter Than Wine," and a single of "La Novia." Company is also ready to release new records of the "Entre" series, which were not released since 1956. The first list of LP's includes recordings by the **Rochester Philharmonic Orchestra**, conducted by **Arthur Rodinsky**, the **New York Philharmonic**, conducted by **Sir John Barbirolli**, and **Marek Weber** and **Lucio Milena's** orchestras.

Several new recordings of a native work, penned 10 years ago, "Del tiempo'i mama" by **Polo Gimenez**, were issued last week. The recordings are by **Los Cantores De Salabina** (Music Hall), **Los Fronterizas** (Philips), **Tomas Campo** (Columbia), **Los Chalchaleros** (RCA Victor), **Los Riocuartenses** (Interbass).

Co-Operated

As part of the new policy set forth by the Latin American market, **Winco, S.A.**, the most important producer of record-players in Argentina, will establish a factory in **Sao Paulo, Brazil**, similar to the one in **Ciudadela, Argentina**. This tightening of commercial relations among American Countries, has caused continuous trips and conversations among the leaders of musical industry tending to a strong expansion of activities.

SPAIN

Lucho Gatico's 'Cafe' Becomes a Hit Record

By **RAUL MATAS**
32 Av. Jose Antonio, Madrid

"Moliendo Cafe," written by the Venezuelan **Jose Manzo**, became the top tune of the week because of the **Odeon** release by Chilean **Lucho Gatico**. The song came to stardom in Europe when **Polydor** released **Hugo Blanco's** disk. **Lorenzo Gonzalez**, the Venezuelan singer who lives in Spain, is scoring with his **Voz de Su Amo** record.

Ben Starr, U.S.A. lawyer, visited
(Continued on page 31)



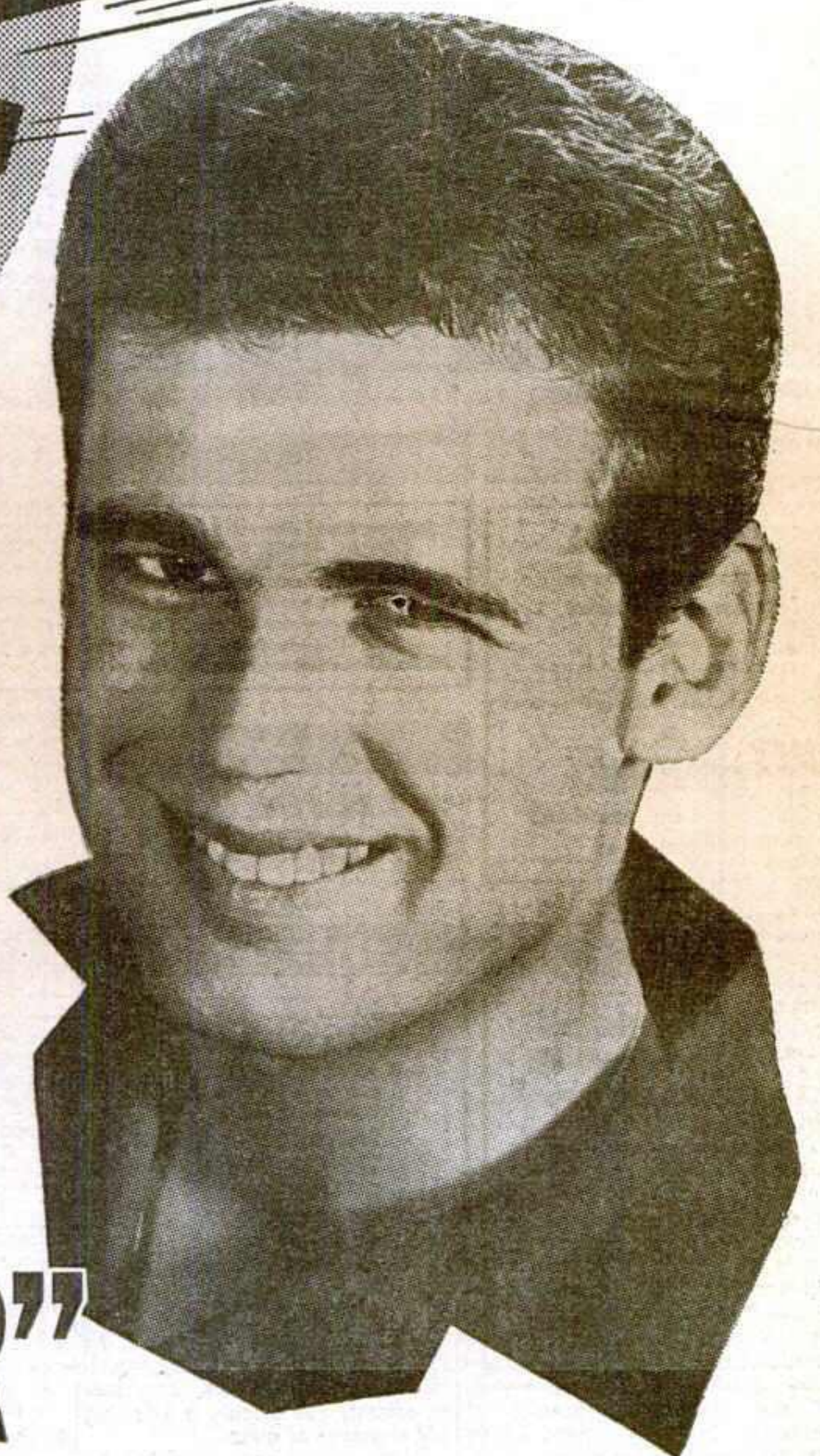
Cash Box "PICK OF THE WEEK"

Billboard "SPOTLIGHT"

DJ "PICKS"

...PUBLIC ACCEPTANCE

**DUANE
EDDY**
scores again...



"THE AVENGER"

and

"LONDONDERRY AIR"

JAMIE #1206

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HOLLAND

Basart Acquires Alsbach Catalog

Basart-Amsterdam, already one of the major publishing firms in Benelux, has greatly strengthened its position with the purchase of the world known firm of Alsbach & Company, the most important publishing house in Holland. The Alsbach catalog, which is almost 100 years old, contains some 5,900 copyrighted works and practically all the world known Dutch composers like Peter van Anrooy, Anna de Wijs-Mouton, Willem Ciere, Dirk Witte, and Julius Rontgen. The wholesale department of Alsbach, which represents many of the most important European catalogs will also be handled by Basart through their own wholesale outlet,

Eerste Muziekcentrale. The founder and owner of the Alsbach firm, Johann Adam Alsbach, died last year at the age of 88.

Disk Business

Gerry Oord Jr., president of Bovema, held several important discussions with Mr. Annotico, International Sales Director of Liberty Records, whose label will now be distributed in Holland by Bovema-Grammophonehouse.

The President of Hohner Agent-schap Holland died November 12 at the age of 58. Mrs. J. G. van den Berg Jr.'s death was very unexpected. Hohner Agent-schap Holland or Q. J. van Tright L.C. are distributors of the Tivoli, Hohner,

Pythia, Jazzland, Vega, Good Time Jazz and Contemporary labels.

"The Twist," Chubby Checker's former hit, has gone up in the charts again. Checker's "Twist" has been released by Bovema's Columbia label. . . . Capitol-Holland, says label manager Cees Hundepool, started the second in the Dixieland series, following up the great success of the first release, which sold over 30,000 disks. The new program contains name musicians, such as Red Nichols, Sharkey Bonano, Pee Wee Hunt, Jack Teagarden and Bobby Hackett.

Bovema's MGM label, now steadily working with Connie Francis' live recording "Connie at the Copa" sold out its stock within one week. The best LP in the coming weeks of December and January will certainly be "El Signor Bing" featuring the still very popular Bing Crosby.

MUSIC AS WRITTEN

New York

Cadence Records has re-signed Johnny Tillotson to a new three-year pact. . . . Thrush Peggy Lee was rushed to the hospital with viral pneumonia. Earl Grant is replacing her at Basin Street East in New York. Get well soon, Peggy. . . . Hal Percher, Herald-Ember sales chief, will visit jocks in the Baltimore-Washington area this week.

Stanley Mills of Mills Music, married Sandra Fleming November 12. . . . The Jackie Gold ork showed off its versatility at the Bar Mitzvah of young Michael Fox last week in Philadelphia, playing everything from the Twist to the Pachanga. . . . The new group on the Columbia label is the Settlers, not the Steelers, as incorrectly listed in last week's reviews.

Mary Lou Williams is now appearing at Joe Well's uptown club in New York. . . . Alan Sands, of Alan Sands Productions, has produced an LP called "Great Negro Americans" including among others the lives of Ralph Bunche, Marion Anderson and Louis Armstrong. . . . Ray Riviera, Eddie Sulik, and the Palais Royals have been signed by the Palisades label. . . . Rayven Music has acquired the score to the flick "Zazie" with music by Fiorenzo Carli. Theme from the flick will soon be issued on the Versailles label. The firm has also acquired the score to the movie "Laisons Dangereuse" penned by Jacques Marray in part, and in part by Thelonious Monk. Firm is co-publishing the music with the Astor Film Music firm.

Al Massler of Bestway Products and the Amy-Mala labels, returned to Nigeria to complete negotiations for a record and plastic business on the African Continent. . . . Gene Denovich is the new promotion manager of marketing at the St. Louis branch of Columbia Record Distributors. . . . Bill Mitchell has been appointed account executive for national sales at Columbia Records Productions. . . . Eddie Thomas has been added to the Field promotion organization at ABC-Paramount.

Bob Rolontz.

Chicago

Lennie Garmisa's Garlen Distributing Company hosted a giant bash for its new Reprise record line with some 500 record industry tradsters, dealers and deejays showing up at the Congress last Wednesday (22) evening to meet Reprise prexy Jay Lasker, Chris Saner, international sales manager, and hear a taped greeting from bossman Frank Sinatra. . . . Bob Spendlove leaves as Mercury promo man here with Ben Wood taking over the Chicago territory along with his Milwaukee rounds. . . . "Moody River" composer Chas Webster was Sig Sakowicz's guest last Friday. . . . George Gerken, Capitol district manager leaves for a Wisconsin moose hunting expedition. . . . Capitol's Mauri Lathowers made the rounds last week with Stan Kenton, in town for the big Chicago Harvest Moon Festival as well as a number of local appearances.

Music Distributors picks up the Amy line from Arnold. . . . MD's Russ Bach is scheduling a pair of parties next week for Connie Francis — Wednesday (6) at the Ambassador here, Thursday (7) in Milwaukee. . . . Jim Scully, a native of Antioch, Ill., takes over promotion for United Artists here. He'll work out of Garlen offices. . . . Decca's Frank Scardiano is pushing a big promo on the label's new "Coming of Christ" album which in turn is based on the NBC-TV "Greatest Story Ever Told" slated for December 20. . . . Disk veteran Henry Grossman leaves Arnold to join Garmisa Distributing. . . . RCA's Stan Pat squired lush-thrush Ann-Margret around town to meet disk tradsters and deejays following her successful stint on the Harvest Moon show. She'll be on Dick Clark's show tonight (27) then to Nashville and Los Angeles to cut a pair of new albums. She's slated to return to Chicago in December for her movie premiere of "Pocket Full of Miracles."

Frank Giacalone joins M-S Distributing here. He'll cover Northern Illinois and Indiana. M-S visitors last week included Marvin Cane, Coed; Danny Davis, Big Top and Dunes; and Bernie Lawrence, Canadian American. . . . Chicagoan Georgia Drake has a new release coming on Seymour Schwartz's Heartbeat label. She's a former ABC-TV vocalist. Tony Galgano and Rube Lawrence at Record Distributors handle the line. . . . Don and June Peachy cut a session for Cadet Records at Universal Studios here last week. . . . John R. Bell, WIND's director of news and public affairs, joins Harshe-Rotman as an account executive.

Nick Biro

Pittsburgh

Sid Friedman, a local booker, is reported to have made an offer of \$40,000 to Frank Sinatra to appear for a one-nighter at Pittsburgh's new \$22,000,000 Civic Auditorium. No comment yet from Sinatra. . . . Pat Boone, currently at Rose Calderone's Twin Coaches in his Pittsburgh nightclub debut, plugged the engagement on his Jack Paar date on November 21. Enrico, due at the same club on December 4, promoted his nightclub engagement on a Mike Wallace interview on November 22.

Chase Webster spent four days here promoting his new platter "Sweetheart in Heaven." . . . Chuck Fly, former local entertainer, is promoting "Smoky Places" nationally for the Tuff label. . . . Booker Zeke Nicholas has set the Flamingos for a Vogue Terrace club date opening December 12. . . . Johnny Puleo and Betty Madigan are currently headlining the Holiday House bill. . . . The popularity of the movies, "Breakfast at Tiffany's" and "Blue Hawaii" have spurred the sale of the RCA Victor LP sound tracks in this area.

Leonard Mendlowitz.



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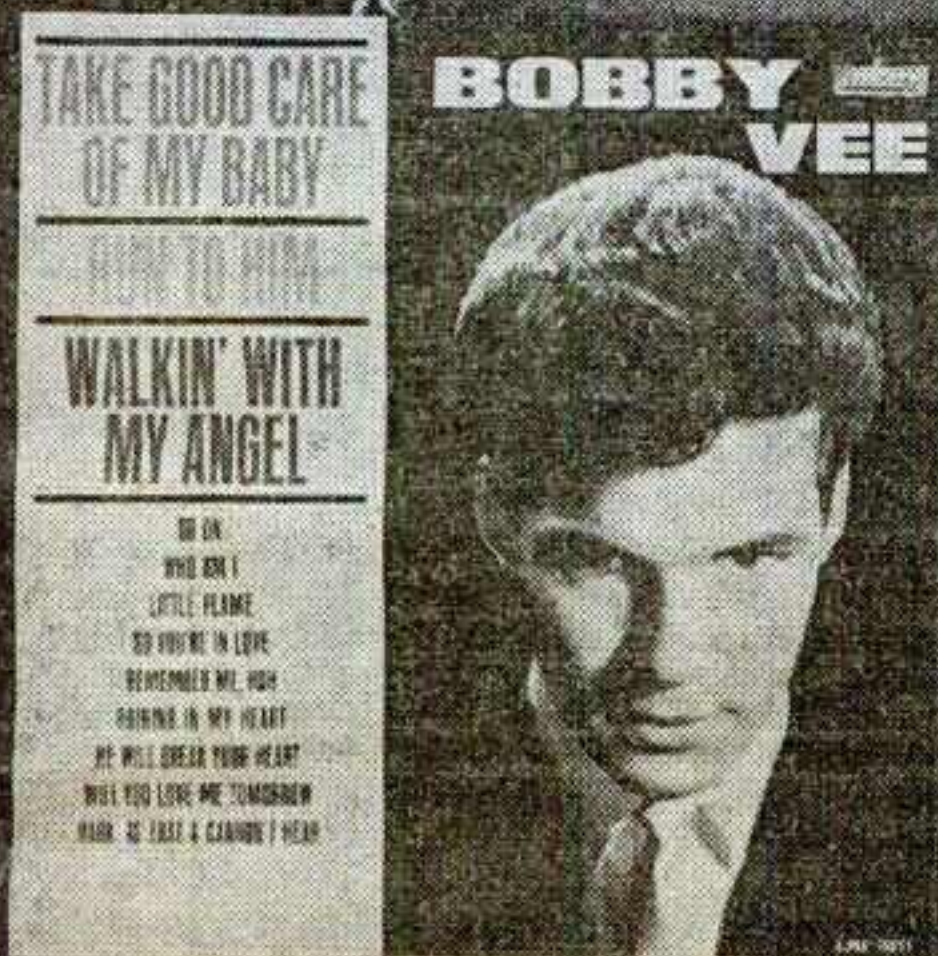
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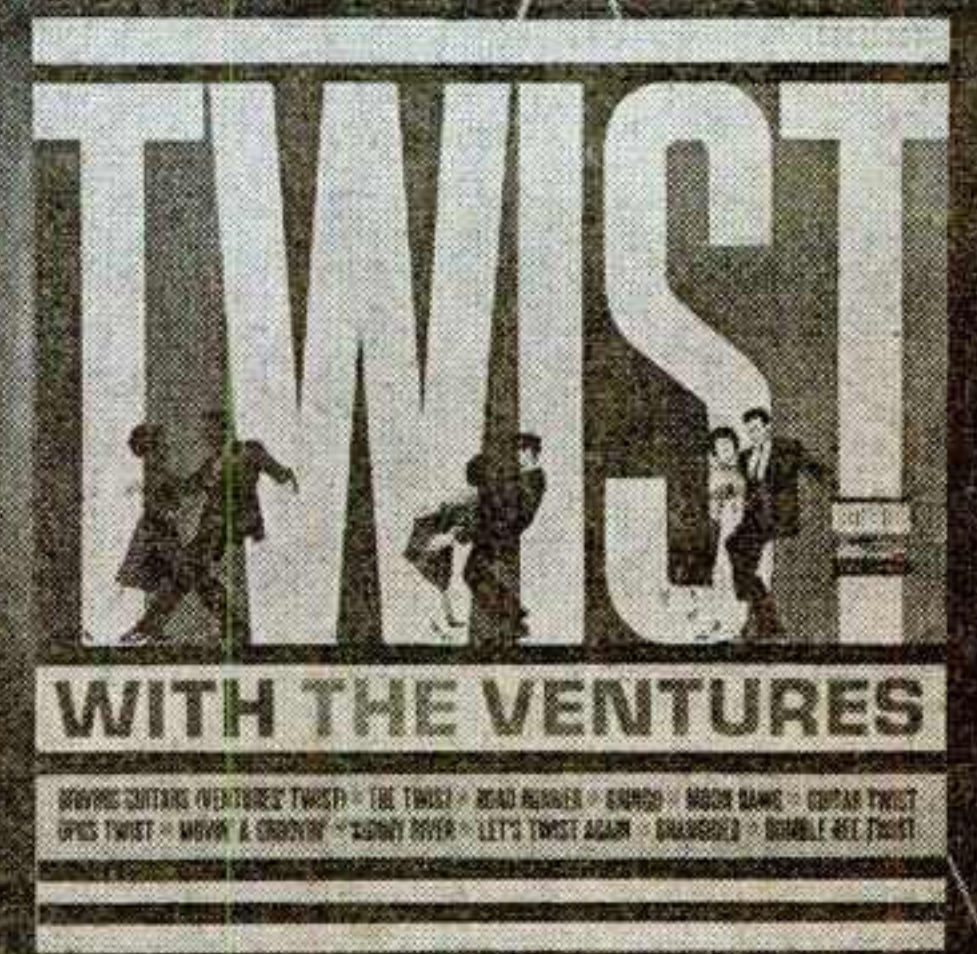
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SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 6

Children

ALICE IN WONDERLAND VOL. 3 & 4



Cyril Ritchard. Wonderland RLP-1455—Two more albums covering Chapters 5, 6, 7 and 8 in the Wonderland Records series of the complete Lewis Carroll classic, "Alice in Wonderland." Cyril Ritchard is a witty, warm and charming story-teller and the music of Alex Wilder thoroughly enhances the story. The two volumes (3 and 4) include "Advice From a Caterpillar," "Pig and Pepper," "A Mad Tea Party" and "The Queen's Croquet-Ground." These packages, which should sell very well, provide memorable moments for adults as well as children. Potent gift material.

International

PRIZE-WINNING SONGS OF THE SAN REMO FESTIVAL



Erberto Landi. Coral CRL 757365 (Stereo & Monaural)—Eleven years of winners of Italy's San Remo Music Festival are offered in sparkling instrumental arrangements that makes them equally attractive for listening or dancing. The Festival has been the source of some great international hits ("Volare," "Ciao Ciao Bambino," etc.) and all from 1951 on are here, including two toppers from 1961. This collection should have world-wide interest.

Specialty

LET'S PLAY GAMES



Art Linkletter. Capitol ST 1644 (Stereo & Monaural)—TV personality Art Linkletter's name is a household word. His association in the public mind with fun and games should help this LP to a sizable sale. It contains nine games which can be played at parties. For some, instructions and examples are given. Most, however, are sound games in which the LP poses the problems and the players must come up with the appropriate response. Could be a real sleeper.

Sound

**SOUNDS OF AIRCRAFT
SOUNDS IN AN AMUSEMENT PARK**



Offbeat 5701, 5702—Sound addicts really will dig these effects LP's. The liner notes suggest uses by radio DJ's, program directors and producers as well as hi-fi fans, home movie and slide enthusiasts, little theater groups and children. The aircraft disk contains 37 bands with sounds ranging from several dating from World War I through dirigibles, helicopters, World War II plans, commercial planes, and current jet fighters and bombers in fly-bys, starts, take-offs, landings, etc. The amusement park disk, too, is ultra realistic, having been taped at Coney Island complete with crowd reaction noises and contains sounds of carousels, fun house barker, talkers for various games and concessions, sounds of rides, and even the noise of customer ordering at Nathan's hot dog emporium.

(Continued on page 26)

Reviews of New Albums

Continued from page 6

good and the humor-filled Romanis approach to standard material is very much in evidence.

***** MODERATE SALES POTENTIAL**

***** CROWN JEWELS**
Cyril Stapleton and His Ork. Imperial LP 9165.

***** THE HAPPY SOUND OF BILLY'S BANJO BAND**
Decca DL 74171 (Stereo & Monaural).

***** THEME FOR MY TRUE LOVE**
Piero Soffici. Jubilee JGM-5033 (Stereo & Monaural).

***** SOME ENCHANTED EVENING**
Alfred Apaka. Decca DL 74174 (Stereo & Monaural).

***** THE ELECTRO-SONIC ORCHESTRA**
Dick Jacobs, Cond. Coral CRL 757381 (Stereo & Monaural).

JAZZ LP'S

****** STRONG SALES POTENTIAL**

****** YOU BETTER BELIEVE IT**
Gerald Wilson. Pacific Jazz PJ-34—Gerald Wilson has another big band here and it swings. There are 17 pieces in the band, including the organ work of Richard "Groove" Holmes, and the crew packs a wallop on this disk that is exciting and stimulating. Most of the tunes are originals written by Wilson, and the band plays them with verve. Best sides are "Blues For Yna Yna," "The Wailer," and "You Better Believe It." Strong wax for band fans and deejay programming.

****** THE ESSENTIAL COUNT BASIE**
Verve V 8407—These are the tracks of the Count Basie band circa early 1950's, and it features the swinging Basie crew in some of the band's memorable performances. Sides include "Jumping At the Woodside," "The Comeback," "Every Day I Have the Blues" (with Joe Williams), "April in Paris," and "One o'Clock Jump." Sound is fair, but the band's excitement is still there. Strong holiday wax.

****** LOOKIN' GOOD**
Joe Gordon. Contemporary M3597—Joe Gordon, joined by Jimmy Woods on alto, has a very interesting album here, and one that should appeal to many modern jazz fans. Gordon turns in some warm solos on his horn, in a sort of modified

"Miles" kick; Woods reaches out more towards the "Ornette area," and his playing may interest the more out group. Best tracks for both men are "Terra Firma Irma," and "Diminishing," with another strong track in "Co-Op Blues." Gordon penned all the material.

****** BAREFOOT ADVENTURE**
Bud Shank. Pacific Jazz PJ-35—This is the score for a forthcoming one-man flick about the surfer and his sport. To play his music, Shank has gathered a strong all-star cast of West Coast musicians including Shelly Manne, Carmel Jones, Bob Cooper and guitarist Dennis Budmir. The music is bright and swinging, touched with humor and in the best small group tradition. There are a number of fine tracks including "A La Moana," "Shoeless Beach Meeting" and "Well 'Pon My Soul."

****** SHELLY MANNE AND HIS MEN AT THE MANNE HOLE**
Contemporary M 3593-4 — The Shelly Manne Quintet swings off on a two LP rampage on this excellent package. The group was caught in an in-person performance at the drummer-leader's own L. A. nitery, The Manne Hole. Some strong soloing is contributed by Richie Kamuca on tenor sax and Conti Condoli on trumpet and Shelly's powerhouse but highly tasteful drumming is everywhere evident. Another Coast all-star, Russ Freeman, plays fine piano. Solid jazz wax.

****** BLUE HODGE**
Johnny Hodges. Verve V 8406 (Stereo & Monaural)—The master of the alto sax is teamed with another instrument master, organist Wild Bill Davis. The result is a strong melodic and rhythmic excursion into blues ballads and standards some 10 tracks long. Most of the playing is light and gentle, typically in the Hodges' groove, with some fine flute and guitar work coming from Les Spann. The bass-drums team is Sam Jones and Louis Hayes.

****** STAN GETZ AND BOB BROOKMEYER RECORDED FALL, 1961.**
Verve V 8418 (Stereo & Monaural)—This reunion of two of the most lyrically inventive of jazz musicians is a joy to the ears. Through the subtly swinging tracks, both Getz and Brookmeyer move with humor and grace. There are six tracks in all, four at a bouncing medium tempo and two ballads. Strong support comes from a piano, bass, drums combination of Steve Kuhn, John Neves and veteran Roy Haynes. The fine, sardonic compositional hand of Bob Brookmeyer is seen on three of the tunes.

****** BLUES CARAVAN**
Buddy Rich and His Sextet. Verve V 8425 (Stereo & Monaural)—Buddy Rich shows considerable virtuosity on this collection with his work on drums leading the way. Good assists come from sidemen Sam Most (flute), Rolf Ericson (trumpet), Mike Manieri (vibes), Wyatt Ruther (bass) and Johnny Morris (piano). Two extensive tracks and four shorter ones offer extended solo flights and good ensemble work. The efforts on "Caravan" and "Blown" the Blues Away" are especially potent.

****** STAR DUST**
Lionel Hampton All Stars. Decca DL 74194 (Stereo & Monaural)—Hampton is only included on one band—"Star Dust"—of this four-band LP recorded live at the Civic Auditorium, Pasadena, Calif., August 4, 1947. Other fine soloists on the "Star Dust" band are Willie Smith, Charlie Shavers, Slam Stewart, Barney Kessel, etc. Solid performances. Also of appeal to jazz collectors are the other three bands "The Man I Love," "One o'Clock Jump," "Lady Be Good" and "Oh."

****** THE MUSIC FROM MILK AND HONEY**
Wild Bill Davis, Charles Shavers. Everest LPBR 5133 (Stereo & Monaural)—The hit Broadway show score is wrapped up in effective jazz instrumental treatments by Davis and Shavers. The stars are strongly backed by Les Spann, Tommy Bryant and Grady Tate. Melodic jazz wax for jazz spinners and hit pop jocks.

***** MODERATE SALES POTENTIAL**

***** THE RUBY BRAFF-MARSHALL BROWN SEXTET**
United Artists, UAL 4093.

***** OPUS DE JAZZ, VOL. 2**
John Rae. Savoy MG 12156.

CLASSICAL LP'S

****** STRONG SALES POTENTIAL**

****** GERARD SOUZAY, BARITONE, SINGS LIEDER BY CLAUDE DEBUSSY**
Deutsche Grammophon SLM 138758 (Stereo)—Flawless performances of some of Debussy's most interesting settings of verses, mainly by Verlaine, including such better-known works as "Green," "Mandoline," and the songs from "Fetes Galantes, I and II." Souzay's vocal artistry has deservedly won increasing recognition in the past couple of years, and he offers new evidence of his abilities in this group.

(Continued on page 26)

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TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 26

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This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	8
2	2	RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAP)	9
3	9	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobete (BMI)	4
4	4	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	4
5	3	FOOL #1	By Kathryn Fulton—Published by Sure Fire (BMI)	6
6	5	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	10
7	6	THIS TIME	By Chips Moman—Published by Tree (BMI)	10
8	11	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	3
9	25	HEARTACHES	By Klenner-Hoffman—Published by Leeds (ASCAP)	4
10	19	CRAZY	By Willie Nelson—Published by Pamper (BMI)	4
11	10	TOWER OF STRENGTH	By Hilliard-Bachrach—Published by Famous (ASCAP)	7
12	12	THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	8
13	28	WALK ON BY	By Hayes—Published by Lowery (BMI)	2
14	8	YOU'RE THE REASON	By Edwards-Imes-Henley-Fell—Published by American (BMI)	7
15	15	TONIGHT	By Sondheim-Bernstein—Published by Schirmer (ASCAP)	3
16	16	I UNDERSTAND (Just How You Feel)	By Pat Best—Published by Jubilee (ASCAP)	6
17	30	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	2
18	13	I LOVE HOW YOU LOVE ME	By Mann-Koiber—Published by Aldon (BMI)	8
19	21	A WONDER LIKE YOU	By Jerry Fuller—Published by Four Star (BMI)	6
20	29	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	17
21	22	I WANT TO THANK YOU	By Mann-Appell-Lowe—Published by Lowe (ASCAP)	2
22	7	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	11
23	23	JUST OUT OF REACH (Of My Two Open Arms)	By Stewart—Published by Four Star (BMI)	2
24	27	LET THERE BE DRUMS	By Nelson-Podolor—Published by Travis (BMI)	2
25	—	SEPTEMBER IN THE RAIN	By Al Dubin-Harry Warren—Published by Remick (ASCAP)	1
26	20	GOD, COUNTRY AND MY BABY	By Dolan-Holiday—Published by New Phoenix-Sarah (ASCAP)	3
27	18	EVERLOVIN'	By Dave Burgess—Published by Jat (BMI)	6
28	14	SAD MOVIES (Make Me Cry)	By Loudermilk—Published by Acuff-Rose (BMI)	9
29	—	HAPPY BIRTHDAY (Sweet Sixteen)	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	1
30	—	IN THE MIDDLE OF A HEARTACHE	By Franzese-Christianson-Jackson—Published by Central (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG BAD JOHN**—Jimmy Dean, Columbia 42175.
- RUNAROUND SUE**—Dion, Laurie 3110.
- PLEASE, MR. POSTMAN**—Marvelettes, Tamla 54046.
- GOODBYE CRUEL WORLD**—James Darren, Colpix 609.
- FOOL #1**—Brenda Lee, Decca 31309.
- BRISTOL STOMP**—Dovells, Parkway 827.
- THIS TIME**—Troy Shondell, Liberty 55353.
- MOON RIVER**—Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 20022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431.
- HEARTACHES**—Marcelo, Colpix 612.
- CRAZY**—Patsy Cline, Decca 31317.
- TOWER OF STRENGTH**—Gene McDaniels, Liberty 55371.
- THE FLY**—Chubby Checker, Parkway 830.
- WALK ON BY**—Leroy Van Dyke, Mercury 71834.
- YOU'RE THE REASON**—Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe South, Fairlane 21006.
- TONIGHT**—Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felecia Sanders, Decca 31335.
- I UNDERSTAND (Just How You Feel)**—G-Clefs, Terrace 7500.
- RUN TO HIM**—Bobby Vee, Liberty 55388.
- I LOVE HOW YOU LOVE ME**—Paris Sisters, Gregmark 6.
- A WONDER LIKE YOU**—Rick Nelson, Imperial 5770.
- THE TWIST**—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815.
- I WANT TO THANK YOU**—Bobby Rydell, Cameo 201.
- HIT THE ROAD JACK**—Ray Charles, ABC-Paramount 10244.
- JUST OUT OF REACH (of My Two Open Arms)**—Solomon Burke, Atlantic 2114.
- LET THERE BE DRUMS**—Sandy Nelson, Imperial 5775.
- SEPTEMBER IN THE RAIN**—Dinah Washington, Mercury 71876.
- GOD, COUNTRY AND MY BABY**—Johnny Burnette, Liberty 55379; Chico Holiday, Coral 62291.
- EVERLOVIN'**—Rick Nelson, Imperial 5770.
- SAD MOVIES (Make Me Cry)**—Sue Thompson, Hickory 1151; Lennon Sisters, Dot 16255.
- HAPPY BIRTHDAY, SWEET SIXTEEN**—Neil Sedaka, RCA Victor 7957.
- IN THE MIDDLE OF A HEARTACHE**—Wanda Jackson, Capitol 4635.

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SPECIAL MERIT ALBUMS

Continued from page 24

Pop Disk Jockey Programming

BALLET WITH A BEAT



Hal Mooney and Orch. Mercury PPS-6017 (Stereo & Monaural)—Here's a sock deejay package with a different angle, and solid appeal for sound bugs. Mooney wraps up a group of well-known ballet themes in bright, inventive swinging ork treatments. Themes include "Waltz of the Flowers," "March of the Toys," "Slaughter on Tenth Avenue" and "Barcarolle."

50 YEARS OF MOVIE MUSIC

Orchestra directed by Jack Shaindlin. Decca DL 79079 (Stereo & Monaural)—Here's a "must" item for old movie fans and deejays in search of interesting programming angles. Jack Shaindlin has assembled a group of nostalgic film themes, ranging from the bouncy nickelodeon piano backing for silents through the early 1930's musical era to today's lush symphonic and jazz scores—"Man With the Golden Arm," etc. Film historian's liner notes on the history of movie music are outstanding. However, the fascinating photos of old movie stills in the double-fold cover should have included identifying captions.



Pop

THE JUDY GARLAND STORY

MGM E 3989P—A smart hunk of packaging, which could easily cash in for plenty of activity on the basis of Miss Garland's current new surge of popularity. The label has taken a flock of her older sides from the 1940's like "Johnny One Note," "I Don't Care," "Who?" "Look for the Silver Lining," etc., and packaged them in a neat book-fold set with a smart cover black and drawing of a typical Garland on-stage pose. This can get a lot of play.

Reviews of New Albums

Continued from page 24

SPECIALTY LP'S

★ ★ ★
MODERATE SALES POTENTIAL

LATIN AMERICAN

★ ★ ★ KAI OLE

Kai Winding's Trombones and Ork. Verve V 8427—Here's a bright swinging set by the Kai Winding ork featuring the band in lilting arrangements of a flock of Latin tunes, with an occasional pop excerpt thrown in. The band features four trombones, two trumpets and three saxes top of rhythm. The sound is good and the leader plays with his usual verve. Best tracks are "To the Ends of the Earth," "Amour," "Autumn Leaves," and "Surry With the Fringe on Top."

★ ★ ★ IN A LATIN BAG

Cal Tjader. Verve V 8419—Here's a warm and winning jazz set, which combines Latin rhythms with jazz, and does it stylishly. Cal Tjader, with Armando Peroza, Paul Horn, Al McKibbin, Wilfredo Vicent, Johnny Re and Lonnie Hewitt, handle the charts with ease, and the disk marks a noteworthy debut for Tjader on the label. The tunes are mainly originals, sparked by Tjader's "Davito" and "Paunetos Point," plus good readings of "Speak Low," and "Ben Hur," from the current flick. Lucid, meaningful jazz here.

COUNTRY & WESTERN

★ ★ ★ LANGUAGE OF LOVE

John D. Loudermilk. RCA Victor LSP 2434 (Stereo & Monaural)—Loudermilk is better known as a successful songwriter but recently he scored his first vocal hit with the title tune for this album. Accompanying that effort is the flip side from the single, "Darling Jane," plus other strong items from the chanter's pen, like "Mister Jones," "The Great Snowman," "The Rocks of Reno," etc. Song with plenty of meaning, well sung.

INTERNATIONAL

★ ★ ★ ON BROADWAY ... THE BEST OF YVES MONTAND!

Yves V 8428—Yves Montand is now an established hit on Broadway with his one-man show, after earlier but equally big triumphs there and on the screen. In fact, he's become a sort of legend of the spirit of Paris and here he piles that feeling over in abundance. The tunes all have the air of the boulevardier, but Montand's own distinctive personality is unmistakable. The songs here are done largely in French.

COMEDY

★ ★ ★ THE MANY SHADES OF BILLY GRAY

Verve V 15030 (Stereo & Monaural)—Veteran West Coaster, Billy Gray, is a very funny stand-up comic. Doing the show live from his own Band Box Club in Hollywood, he spoofs the guests in his club, and turns in stories like "A Few Words About Texas," "Never Catch a Cold in California," "Looney Las Vegas," etc. Clever material was written largely by Sid Kuller, and he, too, deserves a "well-done." This could develop good interest over the long haul, especially locally in the Southern California sector.

LP REVIEW POLICY

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SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential, are listed following the Three-Star albums.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

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(Continued on page 28)



I'm MORRIE PRICE
Regional Sales Director
I'm Smiling
For A Change
And Why Not
We Have A Carload
Of Big Hits

1. "TONIGHT"

By FERRANTE AND TEICHER
Going To No. 1

2. The HIGHWAYMEN

Double Hit In
"GYPSY ROVER" AND "COTTON FIELDS"

3. The Fast Growing "TONIGHT"

By JAY AND THE AMERICANS
A Hit In New York
Now Spreading Out

4. KENNY DINO

And His Musicor Smash
"YOUR MA SAID YOU CRIED"

5. "SOMETIME" By GENE THOMAS

The Hit That's
Been Building For 6 Months

6. And Don't Forget Our Hot Boy

GENE PITNEY In
"TOWN WITHOUT PITY"

...And Here's Another Tip

"BOOMERANG"
So Keep Me Smiling...

My Wife's Name Is Henrietta

**UNITED
ARTISTS**
RECORDS

THE PROUDEST NAME
IN ENTERTAINMENT

NEW RELEASES!!!

- 1 **REDD FOX AT JAZZVILLE, U.S.A.**
DTL 820
- 2 **NEW LAFF OF THE PARTY**
Vol. 9
Billy Allyn
- 3 **MY GIRL**
Charles McCullough
462
- 4 **I'VE HAD YOU**
Creators
463
- 5 **EARTH ANGEL**
The Penguins
348
RE-ISSUED BY POPULAR DEMAND!



SHEP & THE LIMELITES
"THREE STEPS FROM THE ALTAR"
HULL #747
Disk Jockeys: Write for Sample Copies.
HULL RECORDS 1595 Broadway
JU 6-5390
New York, N.Y.

SPIN THE TOPS
Joe Melson
"WAKE UP LITTLE SUSIE"
Hickory #1155
TOP TALENT TOP TUNE

GRANDPA TELLS A STORY
(OF PAUL REVERE)
b/w BLACK CLOUD
CLARENCE STANFORD
ON
HEIGH-HO RECORDS
507 Fifth Ave. New York, N. Y.

RAY SINGLES AGAIN
UNCHAIN MY HEART
b/w
But on the Other Hand Baby
by
RAY CHARLES
10266
ABC PARAMOUNT
A FULL COLOR PICTURE

when answering ads . . .
Say You Saw It in
Billboard Music Week

Reviews of New Albums

Continued from page 26

FOLK

★★★★ **HIGH AND DRY WITH THE YACHTSMEN**

Vista BV 3310 — This group of four chanters does a dozen tunes here—most of them traditional songs, such as "Cindy," "Let Me Fly," "Erie Canal," etc. A well-produced package, with uncluttered arrangements which have a true folk flavor.

★★★★ **A MAID OF CONSTANT SORROW**

Judy Collins, Elektra EKL 209—Miss Collins is very young—22—but very practiced and talented in the art of the various English-speaking lands. The true, haunting folk quality is here. Included are the title song, "The Prickillie Bush," "Sailor's Life," etc.

★★★ **MODERATE SALES POTENTIAL**

CHRISTMAS

★★★ **CHRISTMAS SONGS**

Music Box.

★★★ **WHITE CHRISTMAS ON THE CAMPUS**

Dartmouth Glee Club, United Artists UAL 3102.

SACRED

★★★ **EVEN ME**

Zeno Goss, Thunder THLP 1021.

★★★ **GOSPEL MUSIC**

G. M. Farley with the Foggy River Boys, Rural Rhythm EP 534.

SPOKEN WORD

★★★ **EXPLORATIONS — VOLUME 2 SURVIVAL, GROWTH AND RE-BIRTH**

Gerald Heard, World-Pacific, WP-1413.

LATIN AMERICAN

★★★ **ADILIA CASTILLO**

Columbia EX 5063.

FOLK

★★★ **WATERMELON HANGIN' ON THE VINE**

Hodges Brothers, Arhoole F 5001.

SPECIALTY

★★★ **DANCE ALONG TO STRICT TEMPOS APPROVED BY THE U. S. BALLROOM COUNCIL**

Jack Hensen and Ork, Coral CRL 757387 (Stereo & Monaural).

INTERNATIONAL

★★★ **HUNGARIAN STATE FOLK ENSEMBLE**

Monitor MFS 368 (Stereo).

★★★ **PACHANGA, ANYONE?**

Modesto's Charanga Kings, World Pacific WP-1414.

CHILDREN'S

★★★ **THE LEGEND OF ROBIN HOOD**

Narrated by Michael Kane, Sung by Ed McCurdy, Wonderland RLP 1458.

FOLK TALENT & TUNES

By BILL SACHS

"In recent weeks," typewrites Jim Reeves, "some confusion has arisen as to whom is representing me and in what capacity." In answer, Jim says his staff comprises Jim Barry, personal advisor; Hal Smith, head of Curtis Artist Production, Goodlettsville, Tenn., exclusive booker, and Jimmy Key, assistant to Smith. . . . The Dalton Boys, recently signed by Skyla Records, are working the Ice House, Pasadena, Calif., while waiting their first release. . . . The Associated Clubs of America, made up of folk music clubs throughout the nation, will meet at the Tidelands, Houston, January 8-10 to audition new acts to play the club circuit. . . . Lester Flatt and Earl Scruggs this week wind up a fortnight's stand at Ash Grove, well-known Los Angeles folk music club.

Trudy Stamper, WSM's publicity and promotion director, put in the past week in New York to beat the drums on "Grand Ole Opry's" appearance at Carnegie Hall come Wednesday (29). . . . Cowboy Copas and Stringbean show their wares at Mason City, Ia., December 4; Waterloo, Ia., 5; Fort Dodge, Ia., 6; St. Joseph, Mo., 7; Jefferson City, Mo., 8, and Joplin, Mo., 9. . . . Doyle Wilburn, of the Wilburn Brothers, and Margie Bowes, Mercury Records artist, who were married November 11 in Calvary Baptist Church, Nashville, are on tour in Colorado and Utah with Ted Wilburn, Don Helms and Loretta Lynn. Following that the Wilburn lads, Helms and Miss Lynn will tour Michigan, while Miss Bowes plays a string of personals in Florida. Margie and Doyle plan a delayed honeymoon in December when they will visit her father in North Carolina and his sister in Hot Springs, Ark.

Jimmie Holt, of the Eclair Theater Country Jamboree, Cleveland, which has just entered its second year of operation, has joined Station WWCA, Wheeling, W. Va., as a weekly feature. . . . Robert E. Frick, of R.E.F. Recording Company, P. O. Box 448, Indiana, Pa., reports that his firm has opened its doors to country music and invites auditions from country and

western talent. . . . Carl Friend, a.&t. chief for United Southern Artists, Inc., Hot Springs, Ark., reports that his firm is putting a big push behind Earl Grace's new yule record, "Christmas Is Just Around the Corner." Tune was written by Grace, with Stan Kesler, Memphis publisher and songwriter, producing the session.

While on tour for A. V. Bamford recently, Warren Smith and Webb Pierce were caught right in the middle of the worst snowstorm to hit El Paso, Tex., in 30 years. The Texas-New Mexico territory was a blanket of snow, but despite it all Webb and Warren pulled exceptional crowds in El Paso as well as in Albuquerque and Roswell, N. M. . . . Jack Morris starts swinging in high gear December 4, which is the date set for the opening of his new Toppa Recording Studio in Covina, Calif. The new building will house both Toppa Records and Mixer Music. Toppa is a straight country record. Slick Norris heads the firm's promotion department, operating from his home base, Highlands, Tex. The three current Toppa releases are Johnny and Jonie Mosby's "You Can't Hurt Me Anymore," Canyon Brothers' "From Day to Day," and Dick Miller's "World's Champion Fool."

Billy Deaton, of KMAC Radio, San Antonio, has available copies of his new Smash release, "Love Doesn't Live Here Any More." Drop him a line on your station letterhead. . . . Starday Records, P. O. Box 115, has a supply of the new Del Wood recording of "Creole Fandango" on Mercury, her first for the label. A request on your station letterhead will fetch you a copy. . . . Robert E. Frick, of R.E.F. Recording Company, P. O. Box 448, Indiana, Pa., invites to write in for copies of Bob Scott's new waxing of "Francine" and "Fast Suds," plus the new EP by Eddie and the Slovenes, featuring such tunes as "Willow Tree Polka," "Miss Me Tonight," "Sunshine Polka" and "Polka Pete." Put your bid on your station's letterhead.

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Last Week	Week	By special survey for week ending 12/3	Weeks on Chart
TITLE, ARTIST, LABEL			
1	1	BIG BAD JOHN, Jimmy Dean, Columbia 42175	1
2	2	WALK ON BY, Leroy Van Dyke, Mercury 71834	1
3	3	IT'S YOUR WORLD, Marty Robbins, Columbia 42065	1
4	5	YOU'RE THE REASON, Bobby Edwards, Crest 1075	1
5	7	TENDER YEARS, George Jones, Mercury 71804	2
6	4	SOFT RAIN, Ray Price, Columbia 42132	1
7	9	HAPPY BIRTHDAY TO ME, Hank Locklin, RCA Victor 7921	1
8	10	UNDER THE INFLUENCE OF LOVE, Buck Owens, Capitol 4602	1
9	8	BACKTRACK, Faron Young, Capitol 4616	1
10	13	I FALL TO PIECES, Patsy Cline, Decca 31205	3
11	19	THE RESTLESS ONE, Hank Snow, RCA Victor 7933	3
12	11	CRAZY, Patsy Cline, Decca 31317	3
13	6	WALKING THE STREETS, Webb Pierce, Decca 31298	10
14	29	YOU'RE THE REASON, Hank Locklin, RCA Victor 7921	1
15	24	PO' FOLKS, Bill Anderson, Decca 31262	16
16	14	I WENT OUT OF MY WAY, Roy Drusky, Decca 31297	17
17	23	ONE GRAIN OF SAND, Eddy Arnold, RCA Victor 7926	7
18	16	COZY INN, Leon McAuliff, Cimarron 4050	14
19	26	HANGOVER TAVERN, Hank Thompson, Capitol 4605	10
20	17	HOW DO YOU TALK TO A BABY, Webb Pierce, Decca 31298	9
21	20	OPTIMISTIC, Skeeter Davis, RCA Victor 7928	7
22	18	IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635	7
23	21	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	5
24	15	TO YOU AND YOURS, George Hamilton IV, RCA Victor 7934	3
25	12	SEA OF HEARTBREAK, Don Gibson, RCA Victor 7890	24
26	22	THROUGH THAT DOOR, Ernest Tubbs, Decca 31300	3
27	—	GO HOME, Lester Flatt and Earl Scruggs, Columbia 2141	1
28	30	HELLO FOOL, Ralph Emery, Liberty 55352	14
29	25	THE COMANCHEROS, Claude King, Columbia 42196	3
30	28	BE QUIET MIND, Del Reeves, Decca 31307	4

Her next #1 hit!
CONNIE FRANCIS
"WHEN THE BOY IN YOUR ARMS (Is the Boy in Your Heart)"
K 13051
MGM Records

VONNAIR SISTERS
"Goodbye to Toyland"
b/w
"I Don't Wanna Play in Your Yard"
Vista F-390
Vista Records

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1650 Broadway, New York, N. Y.

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.
Continued from page 7

IMI ROMAN
(OR) **JOHNNY WILL** (Lyle-Hollyjo, ASCAP) (2:20)—The country thrush has had good past sides but this one, strictly in the pop vein, is one of her best. It's a fem version of Pat Boone's current hit and it could be a fast mover. Watch it. Flip is "Let It Be Me" (Leeds, ASCAP) (2:43). **Warner Bros 5245**

KATHY CARR
NEIN NEIN FRAULEIN (Vanno, ASCAP) (2:50)—Miss Carr has her strongest bid in quite a spell with the country ballad in which the gal figuratively warns the German girls away from her boy who is going overseas in the Armed Forces. Good topical wax, plaintively sung. Could happen. Flip is "Footprints in the Snow" (Vanno, ASCAP) (2:38). **Smash 1726**

Reviews of New Singles

Continued from page 7

uncy oldie. Another spinnable side. Both are from artist's new LP. (Advanced, MCA) (2:41)

THE ROTATORS
*** **Double Exposure Parts 1 and 2—UNLISTED 8632**—Here's an interesting disk that could pull a lot of jock spins. First side contains chorus of "Five Foot Two, Eyes of Blues" and "Please Don't Talk About Me When I'm Gone." Side II contains "Oh You Beautiful Doll," with "I Had a Dream Dear." Vocals are done by a male and a fem group. Good juke and station wax. (Various) (2:25, 2:40)

ED HEATH
*** **Charmaine Cha Cha—LONDON 103**—The old tin pan alley favorite gets a cha-cha touch on this instrumental from Ed. Again, this makes fine better music programming. (Miller, ASCAP) (2:28)

*** **Sucu Sucu** — The European hit, which never really made it here, gets a light instrumental reading from the Heath and in a Latin groove. Fine better music programming material on this side. (Ray Maxwell, BMI) (1:37)

EDMUNDO ROS AND ORK
*** **I Talk to the Trees—LONDON 1831**—A typical Edmundo Ros Latin version of the Lerner-Loewe tune. It could get a lot of radio time. (Chappell, MCA) (2:30)

*** **I Whistle a Happy Tune**—The lovely Rodgers and Hammerstein tune receives a light and happy reading from the Ros crew on this nice disk. (Williamson, MCA) (2:40)

THE DEL VIKINGS
*** **Face the Music — ABC-PARAMOUNT 10278**—Here's a tune with a feeling, some of the arrangements of the drifters, with their trick rhythm backings. The lead ends a wailing quality to the performance. Could catch spins. (Rose Hill, BMI) (2:17)

*** **Kiss Me**—A ballad pleader with a lead giving a fervent, urgent quality. Side B may have a chance. (Saratoga, BMI) (1:54)

DEE SMITH
*** **Can't Help Falling in Love—DOT 298**—Moving rendition of appealing ballad. Could pull plenty of play. (Gladys, ASCAP) (2:07)

*** **You'll Never Walk Alone**—Richly expressive vocal by gal on the great standard. Time jockey wax. (Harms, ASCAP) (2:32)

MERCY FAITH AND ORCHESTRA
*** **The Brass Ring — COLUMBIA 239 (33)**—A listenable medium rhythm tune with an infectious flavor. The strings come in for a big play as do the horns against a catchy rhythm. A spinnable side. (Marpet, MCA) (2:05)

*** **I Just Can't Wait**—From the upcoming legit musical, "Subways Are for Sleeping," comes this bouncy little rhythm tune. Faith does a neat instrumental job with the big ensemble. (Stratford, ASCAP) (2:47)

ARTHUR LYMAN GROUP
*** **I Talked to the Trees—HI FI 147**—Lovely ballad from "Paint Your Wagon" is accorded attractive instrumental treatment. Nice programming item. (Chappell, MCA) (2:39)

*** **Never on Sunday**—Pleasant instrumental treatment of the hit movie theme. Another fine programming side. (Estecm, MCA) (3:40)

THE OLYMPICS
*** **The Stomp — ARVEE 5044**—Fervent warbling by group on sock rhythm-rocker with wild tempo. (Escort, BMI) (2:13)

*** **Mash Them 'Taters**—Solid rocking novelty-rocker is sung with showmanship and drive. Both sides are good terp items. (Escort, BMI) (2:42)

JERRY WALLACE
*** **I Hang My Head and Cry—CHALLENGE 9130**—Wallace has a ballad lament with a country flavored lyric on this side. The tune, however, is sung and played with blues flavor and the beat should make it a highly danceable item. (Western, ASCAP) (2:39)

*** **Rollin' River**—The beat is fairly infectious side. Wallace's vocal stint has a beat in a medium groove and his voice is abetted by broad string backing. (Fairlane-Taj, ASCAP) (2:25)

EDEN KANE
*** **Get Lost (In My Arms)—LONDON 9508**—The English hit-maker turns in an exciting reading of this catchy ballad aided by a "solid arrangement by the large ork and chorus. Good wax. (Hollis, BMI) (2:45)

*** **I'm Telling You**—Another good side by the singer that also has a chance to grab some action. Kane sells it with gusto over another smart arrangement. (Hollis, BMI) (2:45)

BOBBY BARE
*** **That Mean Old Clock—FRATERNITY 892**—Bouncy, bright country-flavored tune, penned by Harlan Howard, is warbled with personality and a catchy beat. (Harry Bare, BMI) (2:10)

SINGLES REVIEW POLICY

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**** **The Day My Rainbow Fell**—Wistful reading by Bare on pretty country theme. (Acuff-Rose, BMI) (2:04)

TONY ALLEN AND THE TWILIGHTERS
**** **Come-A, Come-A, Baby**—BETHLEHEM 3002—A tasteful rocker; male vocal is answered by a piping, high-voiced chick, lending a novel effect. (O-Cal, BMI) (2:10)

**** **Just Like Before**—A rocker, with well-integrated harmonic arrangement and an effective rhythm pattern. (O-Cal, BMI) (2:23)

SAM COOKE
**** **Just For You**—SAR 122—Expressive reading by Cooke on feelingful theme with catchy tempo. Watch this one, it could happen. (Kags, BMI) (2:24)

**** **Made For Me**—Attractive warbling stint on appealing tune. Disk is Cooke's first waxing for his own label. (Kags, BMI) (2:52)

THE GOODTIMERS
**** **Twistin' Train** — EPIC 9484 — A twistin' blues by the boys that really moves. A lot of sound and plenty of beat and a catchy performance give the side a good chance. Worth watching. (Morning Sun, BMI) (2:12)

**** **It's Twistin' Time** — A rousing, rockin' twist tune with the lead shouting out the message in Chubby Checker fashion. Good beat here. (Harvard, BMI) (2:39)

JIMMY JONES
**** **Mr. Music Man** — CUB 9102 — Strong rendition of fast-moving rhythm-rocker with solid beat. Side could pick up action quickly — watch it. (Kim, SESAC) (1:52)

**** **Holler Hey** — Lively reading by Jones on bouncy, happy ditty with old-fashioned banjo backing. It moves. (Kim, SESAC) (2:20)

THE CASTELLS
**** **The Vision of You**—ERA 3064—Inspirational-type theme is handed moving reading by lead singer and group. (Bamboo, BMI) (2:27)

**** **Stiki De Boom Boom**—Likable novelty-rhythm tune with bouncy tempo is warbled brightly by the lead and group. (Bamboo, BMI) (1:52)

DANNY AND JUNIORS
**** **Twistin' All Night Long**—SWAN 4092—Rock and roll version of "She'll Be Comin' Round the Mountain" with Freddy Cannon as guest artist and timely lyrics. Should pull play. (Conley, ASCAP) (3:18)

**** **Some Kind of Nut**—Teen-phrase is utilized effectively on infectious r.& r. novelty. A strong side. (Claridge, ASCAP) (2:15)

H. B. BARNUM
**** **Baby, Baby, Baby (All the Time)**—RCA VICTOR 7960—The chanter sells a warm blues effort with a lot of feeling over pretty backing. It's in the Ray Charles groove and it could grab spins. (Alladdin, BMI) (2:18)

**** **How Many More Times**—Catchy novelty is sold with feeling by the chanter over smart backing with a girl's group helping muchly. Two good sides. (Hilde, BMI) (2:06)

THE BROWNS
**** **Foolish Pride** — RCA VICTOR 7969 — The Browns sell a very interesting weeper effort with warmth and heart, aided strongly by the large band. It's a good disk that can chalk up sales. (Tree, BMI) (2:12)

**** **Alpha and Omega**—Pretty, wistful melody receives a first-rate performance here from the trio, and the backing helps a lot. Good side for pop and country. (Tree, BMI) (2:23)

THE ROOMATES
**** **My Foolish Heart**—VALMORE 13 — The lovely oldie is wrapped up in up-tempo r.&r. treatment with solid reading-by lead singer. (Joy, ASCAP) (2:30)

*** **My Kisses for Your Thoughts**—(One O'Clock, BMI) (2:00)

HENRI DE PARI
**** **The Ladies of Lucerne**—COLPIX 605—Instrumental has an infectious melody. A chorus is tastefully integrated into the arrangement. (Amy, BMI) (2:05)

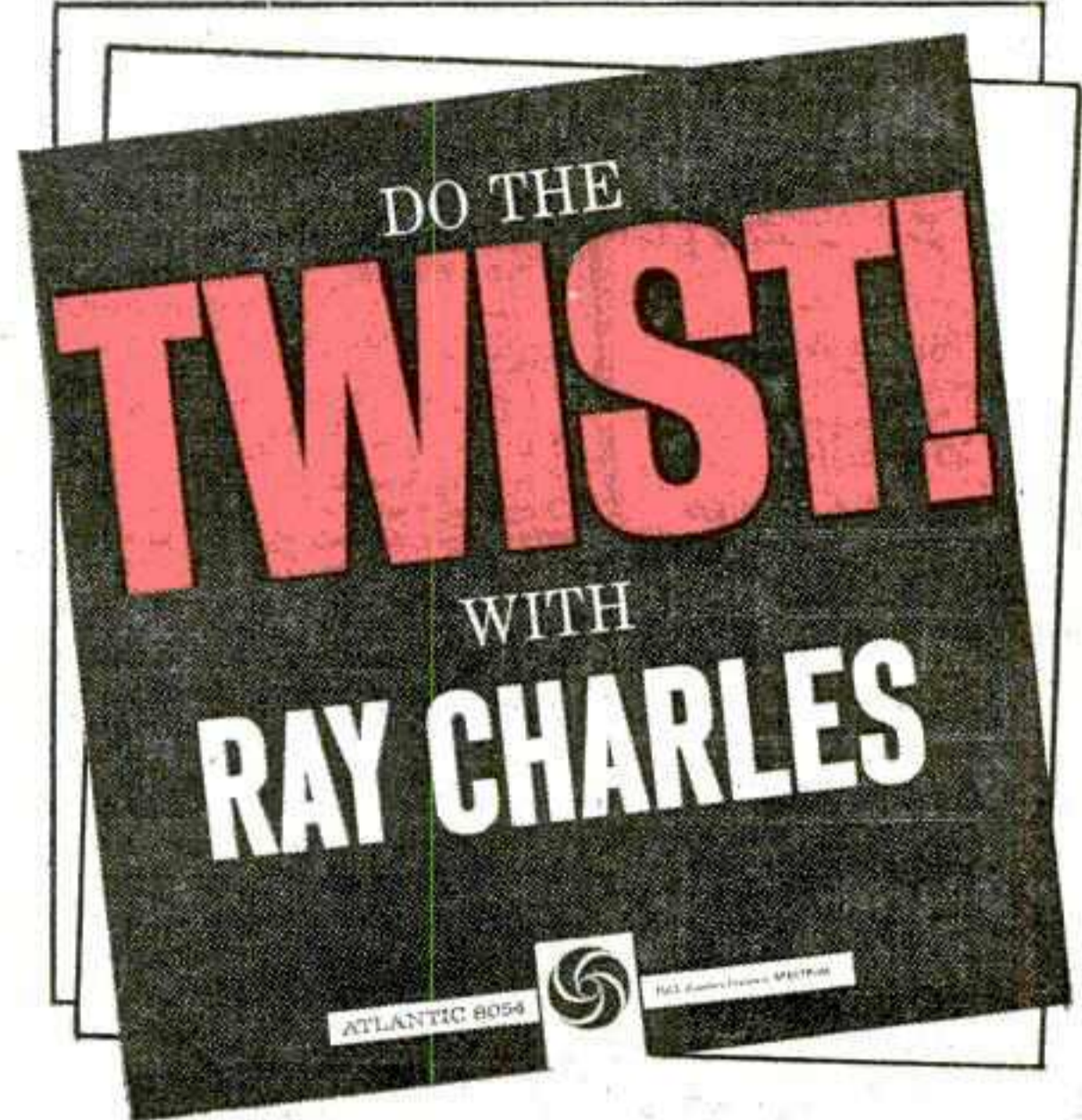
*** **Joss**—(Columbia Pic., ASCAP) (2:34)

SONNY FULTON
**** **How Much Longer** — UNITED ARTISTS 354 — Here's a bright, pounding rhythm rocker with Fulton shouting away at a wild pace. The backing is compulsive and the side builds and builds. (Ben-Lee, BMI) (2:04)

*** **I'm Gonna Try Ya**—(Ben-Lee, BMI) (2:10)

(Continued on page 30)

THE TWIST LP!



"DO THE TWIST!
with RAY CHARLES"

LP 8054

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COED
RECORDS
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EUROPEAN
NEWS BRIEFS

NSM Revamps Entire Operation

BINGEN, W. Germany—NSM is reported making steady progress in improving its competitive position in the European coin machine market in the wake of the firm's reorganization last spring. The firm has revamped production lines and overhauled procurement and marketing. The new top management of Dr. Karl Immendorf and Heinze Buder have succeeded in reducing production costs substantially. NSM is bringing out a new model of its popular Fanfare juke box, which has sold over 12,000. Much is expected here at Bingen from the new Fanfare.

Furthermore, NSM continues to be one of the Continent's largest producers of payout machines, which forms the backbone of NSM's production. It is expected, too, that NSM will enter the vending machine field in a big way, following the lead in this respect of the U. S. giant coin machine producers, Canteen, Rock-Ola, and Seeburg. Gert W. Schulze and Herbert Nack, former NSM top tandem, have shifted to membership of a managerial committee. Schulze continues to be active in promoting NSM sales and the interest of the trade generally in his unique capacity as West Germany's "Mr. Coin Machine."

More W. Berliners Dancing to Jukes

BERLIN—Juke box dancing is booming in West Berlin. It is estimated that 35 per cent of all juke boxes in Berlin are now used for dancing. The trend is upward, and the trade predicts that eventually most of Berlin will be dancing to juke box music. Bars are replacing combos and piano players with phonographs. At the same time Berliners are dancing more than ever before, partly in reaction to the tension in the city. "If you dance the night away," sagely observed a juke box operator, "the morning doesn't seem so gray." It has become difficult to attract sufficient musicians to West Berlin because of the tension in the city, and it is becoming increasingly difficult financially for bars and restaurants to retain musicians. Many dancing spot proprietors find, moreover, that patrons prefer the latest hits of top recording stars to mediocre live music.

Britain for Improved Programming

LONDON—Phonograph distributors in the United Kingdom are concentrating on improving music programming by their customers as an avenue to increased juke box sales. Testing shows that distributors who tactfully prod their clients to keep atop top tunes are much better customers for new boxes than the average, unproduced operator. British trade surveys indicate that most operators and locations are far more remiss about changing disks in their boxes than is usually supposed. Checks in the London area have turned up boxes still cranking out last year's top tunes. Even otherwise efficient operators are remiss in staying stocked with the latest hits. On the other hand, where distributors are able to monitor closely operators' music programming, they invariably sell more boxes and discourage switching to competitive machines.

Big Push in Seeburg-Seeben Tie

HAMBURG—Seeburg has kicked off a vigorous sales campaign in West Germany, keyed to the establishment of its new German agency, Seevend. Seevend was established to push the Seeburg juke box in the German market, where heretofore the American prestige box has trailed its American competition. Seeburg's revved-up sales promotion is hammering at the U. S. position of Seeburg as a phonograph status symbol—the prestige box for prestige locations. The Hamburg agency is working closely with Seeben, the Seeburg agency in Antwerp, in not only selling the German and Benelux markets but also laying the groundwork for a high-voltage Common Market sales program. However, Seeburg still has no plans to establish European production facilities, Common Market or not. In the Seeburg view, there is no substitute for sales push.

French Trade Out to Replace Units

PARIS—France's juke box trade is organizing a replacement program designed to introduce new machines on a mass basis with minimum financial distress to operators. Trade associations have conducted surveys of present equipment and the financial resources of operators with vintage boxes. (About 70 per cent of France's 12,500 juke boxes were manufactured prior to 1957.) The trade has organized central and regional clearing houses for phonograph replacement, these clearing houses arranging for the disposition of used equipment on the standard "step-down" system of filtering replaced equipment down through various location levels. Operators are encouraged to buy new equipment with the assurance of a market for their discarded machines. The trade is also active in arranging financing for the wholesale box replacement now under way.

Want Standardized Output

BRUSSELS—Standardization of coin machine production by European Common Market producers is under discussion. The standardization would be aimed at "rationalizing" production

(Continued on page 39)

Holiday Festivities Provide Extra
Income for Ops Via Juke Rentals

By BENN OLLMAN

MILWAUKEE — Juke box rentals for holiday parties can provide welcome revenue at a time when route takes are down, according to Carl Betz, foreman at the P. & P. Distributing Company.

"This year we're having better success with rentals than we have had previously," he added. "It is mainly because we decided to rent equipment this year only on our own terms. We no longer rent out a juke box on a single, flat rate. Our prices are based on the length of time the renter retains the machine, plus moving costs."

According to Betz, P. & P. Distributing Company has learned from experience that flat rate rental deals are often deceiving. Operators may feel they can chalk up a reasonable profit on \$15 to \$25 rentals for supplying a juke box for party groups. But when the figures are carefully analyzed, the transaction too often lands in the loss column for these reasons, says Betz:

Cost Factors

"Some places are hard to get into to deliver the juke box. It can take two men all morning to deliver a machine to the top floor of a hall, or a basement recreation room. And it takes them just as long, or longer, to bring the equipment back to the shop. At the hourly rates we have to pay our people today, this can take all the profit out of a rental deal."

A recent instance where delivery costs on a rented box careened out of line, said Betz, was this one: The juke box was used in a hall. When two employees appeared to pick it up the following day, they found the hall closed. The men had to kill several hours waiting around until the caretaker

appeared with a key to open the place. Taking the cost of the extra hours pay for each of the men into account, the company lost money on the deal.

To place their rental program on a sound basis, P. & P. Distributing Company this year set up a new price schedule:

Eight dollars per hour charge for moving juke boxes in and out of the renter's location.

Ten dollars rental fee for the first 24 hours.

Five dollars rental fee for each additional 24 hours.

Twenty-five dollars rental fee for a full week.

Forty-five dollars rental fee for two weeks.

Seventy-five dollars rental fee for four weeks.

The rental agreement also states that these prices are for a 100-selection phonograph, with the choice of the juke box up to the company.

Moving Charges

The key element of the new rental set-up, stressed Carl Betz, is the \$8-per-hour moving charge. "Unless you consider the cost of two men trucking the juke box to the location and back to the shop, you are kidding yourself," he warns.

Newspaper advertising has helped P. & P. Distributing Company step up its volume of juke box rentals this year.

"We have been getting a fine response from our ads in the classified section of the daily papers, offering juke boxes for rent at reasonable rates," says Carl Betz. "We got the idea from an article in a recent issue of Billboard Music Week. It is working out very well for us."

Pollak Named
New AC Store
Service Chief

FRED POLLAK

CHICAGO — Fred Pollak was named director of Retail Store Services, a new division of AC Automatic Services, Inc., last week. Appointment was announced by Joel Kleiman, AC Automatic president.

Pollak was formerly director of marketing for John Plain & Company, before that vice-president of Textile Mills Company and president of Textile Mills' T.M. Products Division.

Kleiman said Pollak will administer a new retail merchandising program designed to help manufacturers, distributors and retailers utilize the several special selling advantages offered by vending machines with new staple products as well as known vended products.

Barber Seriously Ill

DALLAS—Fred Barber, pioneer Texas coin machine operator, is seriously ill in a local hospital. Barber is with the Walbox Distributing Company, Bally distributor for the Dallas area. He is suffering from a severe stomach ailment.

Coin Products on
View at Park Show

CHICAGO — A giant display of outdoor amusement equipment including a good representation of coin machine products was unveiled at the 43d annual convention and trade exposition of the National Association of Amusement Parks, Pools and Beaches held at Chicago's Sherman Hotel, November 26-29.

Officials indicated the show was the largest in the association's history. Some 100 firms were occupying 242 booths on the exhibit floor—34 more booths than in any previous NAAPB show.

A number of new exhibitors were on hand. Coin machine and vending firms included: Auto Photo Company, Los Angeles, manufacturers of coin-operated photo booths, represented by V. Van Nattan; Automatic Canteen Company of America, Chicago, manufacturers and operators of vending machines, coin-operated music and games equipment, and background music equipment, represented by R. D. Grempp Jr.

Automatic Retailers of America,

Chicago, vending operators, Edward A. Wiler; Capitol Projector Corporation, New York, coin operated arcade equipment, S. B. Goldsmith; Exhibit Supply Company, Chicago, card venders and arcade type pieces, Chester Gore.

J. F. Frantz Manufacturing Company, Chicago, arcade, John F. Frantz; Gold Medal Product Company, Cincinnati, vender D. B. Evans; International Music Sales Corporation, Long Island City, arcade and amusement pieces, L. Galante; Johnson Fair Box Company, Chicago, coin handling equipment, R. Harry Griesmer; Irving Kaye Company, Brooklyn, pool tables, Irving Kaye Mike Munves Corporation, New York, arcade and amusement pieces, Mike Munves.

A Monday evening business session will be devoted to amusement games.

Skee Fun
On the Way

CHICAGO — Midway began shipments last week on Skee Fun its new two player roll-a-ball game.

Each player gets four balls per frame for three or four frame. The balls are thrown down a 1 foot alley toward nine pockets. Four pockets remain stationary while the other five move in rocking motion.

Skee Fun also has "Cris Cross" scoring and a last frame suspension feature. The lightbox is 5 feet high and 2 1/2 feet wide, with a three dimensional lighting effect.

Ralph Sheffield, general sales manager, described the game as a "compact two-player, all location amusement game with intriguing play plus terrific spectator appeal."

Proposed Coin Legislation Taps Mass. Ops for Fees

By CAMERON DEWAR

BOSTON — Tougher times lie ahead for operators in the Bay State if a "secret" program now in the hands of Gov. John Volpe becomes law. The plan is scheduled to be unveiled within a short time. While the program has been kept secret, it was admitted that the licensing of coin-operated machines is considered as a principal source of additional revenue.

The administration proposal must be approved by the Legislature before it can be put into effect. However, there is a strong chance that the Legislature would approve it in order to forestall voting higher taxes in an election year.

The only two exemptions under the proposal are licensing of juke boxes and pinball machines. The State Public Safety Department licenses juke boxes, and pinball machines are licensed by the communities in which they are placed.

Revenue Unknown

This would leave wide open such coin-operated machines as all types used in bulk vending, stamp

and hose dispensers and coin-operated laundry machines. Asked how much the State expected to gain from a new license fee set-up, an official said he didn't know since "no one knows just how many such machines are being used in the State."

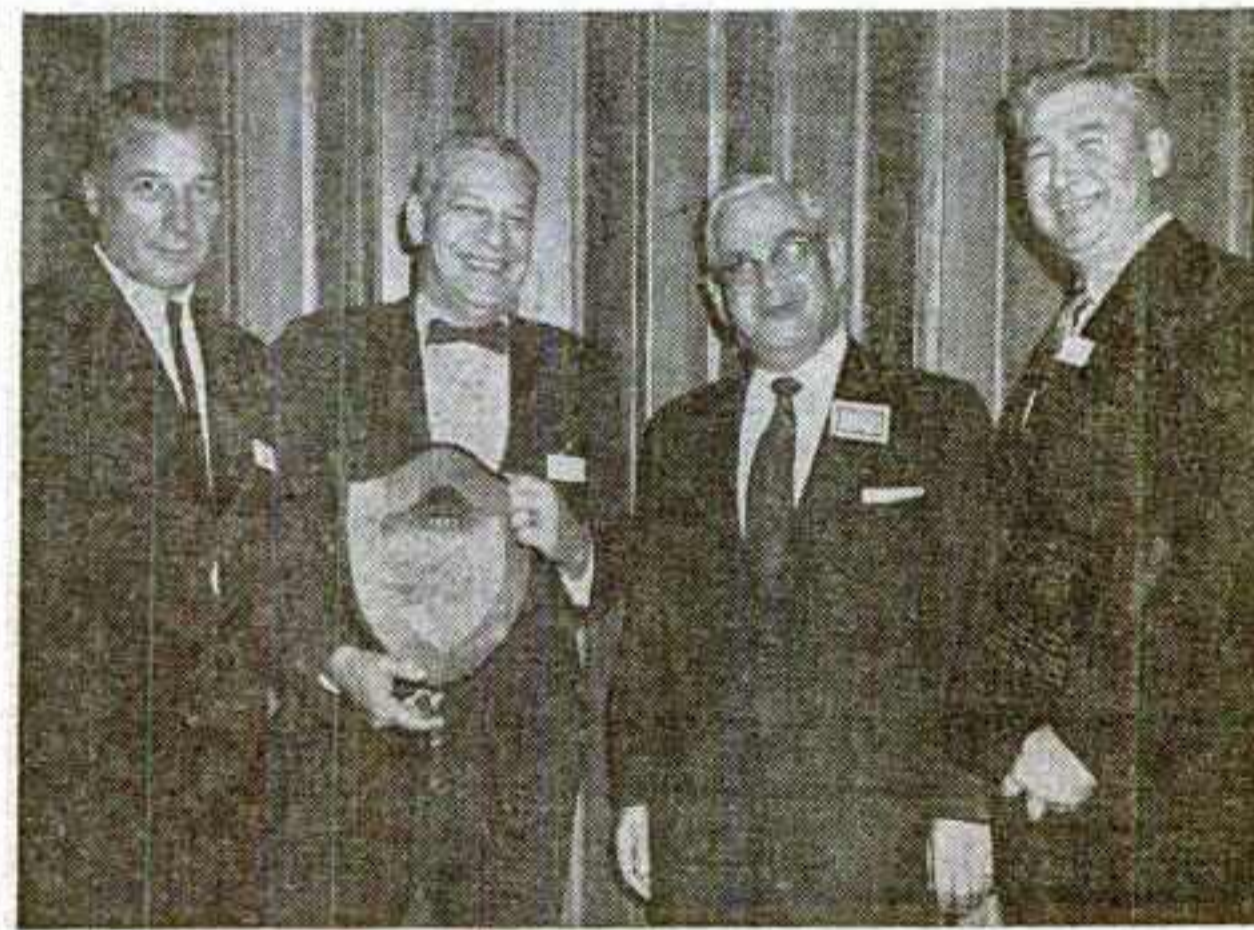
He also pointed out that license fees would have to be gauged by the purpose for which the machine is used. "You can't charge the same fee for a stamp machine as for a machine that dispenses stockings or launders clothes," he said.

Fiscal experts have warned the governor that the State needs an additional \$15 to \$50 million to cover operating expenses during fiscal 1963, and the governor is known to favor a tax or license fee on coin-operated machines.

In recent years juke boxes and pinball machines have been subjected to repeated increases in the cost of licenses, and it is strongly felt that the saturation point has been reached in that area. However, many music operators have now diversified into many other lines.



HARRY BECK, left, newly elected treasurer of the AMOA of Pennsylvania, presents to Felix Kadel, outgoing president, a gold watch as a token of appreciation for his past leadership.



INDUSTRY LEADERS at the AMOA of Pennsylvania banquet included, left to right, Felix Kadel, outgoing president; Samuel Daubs, incoming president; Leon Taksen, manager, and Paul Huebsch, vice-president of the J. H. Keeney Company.

Awards Given at Pa. AMOA Banquet

HARRISBURG, Pa. — Nearly 200 persons attended the first annual banquet of the Pennsylvania Amusement Machine Operators of America held November 12 at the Holiday Motel West near here.

The evening started off with cocktails and then dinner. Outgoing President Felix Kadel introduced the guests, entertainment then took over, followed by dancing to the Leo Runk orchestra.

One of the highlights of the evening was the presentation of a plaque to Paul Huebsch, vice-president of the J. H. Keeney Company, for "making the most noteworthy contribution not only to this organization, but the entire coin machine industry."

Daubs Award

Another award was given to Samuel Daubs, Norristown operator, for "being the person who unselfishly devoted his time to the advancement of public relations within the State of Pennsylvania."

It was also announced during the evening that Daubs had been elected as the new president of the State association, succeeding Kadel.

The entertainment was provided by recording stars Al Alberts, Freddy Cannon and Al Martino. Many disk jockeys from throughout the area were also on hand.

Guest List

The dignitaries attending included Nolan Zeigler, mayor of Harrisburg; Lee Swope, newly elected judge of Dauphin County

Orphans Court, and his father, Guy Swope, ex-Congressman and governor of Puerto Rico.

Representing the manufacturers were Art Garvey, sales representative for the Bally Manufacturing Company, and Paul Huebsch and Harold Dorgan, of Keeney Company.

It was also announced that Harry Beck was the newly elected treasurer of the State organization. The balloting took place earlier with the results being held until the banquet.

Northwestern's New Mechanism

MORRIS, Ill.—The Northwestern Corporation is now in full production on its new nickel optional mechanism for its Model 60 bulk vending line. The unit was introduced at the recent National Automatic Merchandising Association convention in Chicago.

The mechanism allows three complete turns on a 5-cent vend and sells for \$3, with the price added to the cost of the machine.

Also in full production is the chrome Showcase stand, of heavy-gauge, chrome-plated steel tubing. Varying sizes accommodate four, six or eight machines. Prices range from \$10 to \$12 each.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 81309
RUN TO HIM AND WALKIN' WITH MY ANGEL	BOBBY VEE Liberty 85388
A WONDER LIKE YOU AND EVERLOVIN'	RICK NELSON Imperial 5770
I DON'T KNOW WHY AND IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
CRYING AND CANDY MAN	ROY ORBISON Monument 447
IT'S TOO SOON TO KNOW AND SEVEN DAY FOOL	ETTA JAMES Argo 8402
THE WAY I AM AND MY HEART BELONGS TO ONLY YOU	JACKIE WILSON Brunswick 85220
UNCHAIN MY HEART AND BUT ON THE OTHER HAND	RAY CHARLES ABC-Paramount 10266
GYPSY ROVER AND COTTON FIELDS	HIGHWAYMEN United Artists 370
ON BENDED KNEES AND STANDING IN THE NEED OF LOVE	CLARENCE HENRY Argo 5401
DANNY BOY AND FLY BY NIGHT	ANDY WILLIAMS Columbia 42199
I CRIED MY LAST TEAR AND A CERTAIN GIRL	ERNIE K-DOE Minit 634
WHAT I FEEL IN MY HEART AND LOSING YOUR LOVE	JIM REEVES RCA Victor 7950

DOUBLE-PLAY DISKS

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- CAD 1601—EH, CUMPARI—Julius LaRosa
BALLAD OF DAVY CROCKETT—Bill Hayes
- CAD 1602—MR. SANDMAN BORN TO BE WITH YOU—The Chordettes
- CAD 1603—NAUGHTY LADY OF SHADY LANE HERNANDO'S HIDEAWAY—Archie Bleyer
- CAD 1604—ALL I HAVE TO DO IS DREAM BIRD DOG—The Everly Brothers
- CAD 1605—NIGHT TRAIN—Ernie England
RUMBLE—Link Wray & His Ray Men
- CAD 1606—BUTTERFLY I LIKE YOUR KIND OF LOVE—Andy Williams
- CAD 1607—CANADIAN SUNSET ARE YOU SINCERE—Andy Williams
- CAD 1608—EDDIE MY LOVE LOLLIPOP—The Chordettes
- CAD 1609—BYE BYE LOVE WAKE UP LITTLE SUSIE—The Everly Brothers
- CAD 1610—HAWAIIAN WEDDING SONG LONELY STREET—Andy Williams
- CAD 1611—(TIL) I KISSED YOU LET IT BE ME—The Everly Brothers
- CAD 1612—POETRY IN MOTION WITHOUT YOU—Johnny Tillotson

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Ops Protest Proposed Tax

By CAMERON DEWAR

BOSTON — "Unconstitutional," "discriminatory," "confiscatory" and "unrealistic" are only a few of the terms applied by the local coin machine industry to the proposal for a tax on all coin-operated machines in Massachusetts. This would include all machines from penny bulk venders to pinball machines, all types of vending machines to even coin-operated television sets. State Commissioner Charles Gibbons estimates that there are 175,000 vending machines, plus 10,000 juke boxes and 15,000 amusement devices and figures that the State would collect \$10 million by li-

censing the machines on a State-wide basis.

His scale for license fees would be \$60 per year for a cigaret machine; \$50 for amusement devices and juke boxes; \$10 for penny bulk machines; \$25 for 5-cent candy machines; coffee machines, \$25, and sandwich machines \$40, with a fee ranging as high as \$125 on bigger food machines.

"Responsible men in the industry will support this fee schedule," said Gibbons, but the "responsible men" had a few words to answer Gibbons. To his charge that "there are many machines in the State which accept coins even when the supply of merchandise is depleted, and others which fail to render the complete service claimed," it was pointed out that the telephone system is one of the worst offenders in this respect and nothing had been said about taxing this activity.

One operator of music, cigarets and vending machines said he estimated it would cost him \$135,000 a year, which was more than the annual gross of the company. "In other words, he said, 'We'll be out of business.'" As an example, he said there are many cigarett machines that do not clear \$60 per year. It was generally agreed that

the plan was unrealistic and the estimate of machines much too high.

The point also was made that vending firms pay the same fees and taxes as stores in the form of milk licenses, victualers' permits, etc. The biggest protest from the vending trade was that it would hit the working people hardest—the factory and office worker and the school children.

Th charge of discrimination was supported by one operator who said the plan was in effect as if a rule were made to tax drugstores for selling candy but not candy stores, or milk in cartons and milk in bottles. But the biggest point made was that the \$10 million expected from the fees was more than the total take of all the machines in the State.

This type of legislation has been tried previously but has been defeated. However, there is a feeling that something could come of some form of licensing the machines since the State is in dire need of more funds and in an election year it is felt that legislators would be unwilling to raise property taxes further. The proposal is being prepared for the Legislature at an early date.

24-Payment Plan From Rake Coin

PHILADELPHIA — The Rake Coin Machine Company is re-introducing its 24-payment finance plan on its complete line of Oak bulk vending machines, according to Nathan Rake, president.

Alan Rake will soon be calling on bulk operators in Pennsylvania, New Jersey and Delaware with the firm's line of Oak machines, Ring-master charms and Agress nuts.

Rake said the response from the company's recently issued catalog has been excellent.

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ACTUAL SIZE 1 OF 14 STYLES

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VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

Paint, Polish Prepare For W. German Winter

MUNICH—Winter's approach finds German bulk vending operators painting and refurbishing their equipment with spring-time zest.

The Germans believe in winterizing equipment for eye appeal as well as weather resistance. Bright pastel paints and primary reds and yellows are used to brighten up equipment and offset winter drabness.

Most German operators strive for a "crying" effect, loud color schemes too eye-catching to overlook. One of Munich's biggest bulk operators explained, "Color—literally—sells bulk vending products. This is all the more true in the winter time, and I make it a point to choose not only gay colors but to pick the colors to suit the locations.

Harmonizing Colors

"For example, equipment located in areas with frequent snow should be painted the loudest fire-truck red available. However,

colors should be varied to harmonize with the location, but whatever colors used, they should be bright to overcome winter drabness."

This operator takes special pains to winterize the mechanisms of his vending equipment. "Servicing becomes much more important in the winter, but this isn't as obvious to all operators as it should be," he remarked.

German operators, too, make it a rigid rule to shift equipment wholesale with onset of winter. Equipment perfectly sited to catch maximum traffic flow in the spring and summer months may be poorly sited for winter trade.

The Munich operator pointed out, "We have made checks on traffic flow at various periods of the year, and we find there is a substantial alteration in certain areas as between winter and summer. This is true in the city, and of course it is obvious in mountain resort areas.

Bulk Banter

CLEVELAND CLOSE UP

The next meeting of the Ohio Vendors Association will be held Saturday, December 2, at the Coach House Restaurant, Route 42, Strongsville, Ohio (just north of Exit 10 of the Ohio Turnpike). A luncheon will be served at 1:30 p.m. and the meeting will follow. Scheduled on the agenda is a review of the laws currently in effect in Ohio relative to the bulk vending business and a discussion of problems encountered by operators. Membership in the OVA is opened to all bulk vending operators doing business in Ohio and they are urged to attend this important meeting.

Joseph Rades, Ridge Gum Company, announces his firm will begin vending jelly-beans—five to six for a penny. This new addition to the candy mix line comes after two months of testing for weather resistance. Still in the experimental stage for future introduction into the Ridge Gum line are Boston Baked Beans.

Newlyweds, Mr. and Mrs. Jim Tomko (Sandra Rades), at home at 23018 Akins Road, Broadview Heights, have just completed remodeling their new home and are now building stables to board 12 horses for a local equestrian club to which they belong.

Jim, capitalizing on his training and experience at Ridge Gum, has entered the bulk vending business on his own starting out with 150 locations formerly with Ridge Gum. In the meantime, he and Sandra will continue working at Ridge Gum.

Temporarily working in Paris is Helene Resnick, oldest daughter of Joseph Resnick, Resbee Vending Products. Bilingual Helene, a medical technician with Western Reserve University, is putting to practical use her college French while touring and sightseeing during this six-month assignment.

Visiting the Resnicks during the holidays will be daughter Betty Ann Litvak, who teaches French

(Continued on page 35)

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N.W. Deluxe 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model 232, 1c Porc. Con-verted for 10c ct. S.G.	6.99
Silver King 1c S.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Model 233 Peanut, 1c	6.99

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.47
Pistachio Nuts, Jumbo Queen, White	.40
Pistachio Nuts, Large Tulip	.33
Pistachio Nuts, Vendor's Mix	.33
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.70
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.25
Mixed Nuts	.27
Jelly Beans	.25
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Malt-Ette, 100 ct., per 100	.38
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.33
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum	
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See German Boom in Africa

HAMBURG — A West German newspaper has just published a cartoon spoofing the parade of African politicians and businessmen to West Germany in quest of economic development assistance.

According to the newspaper, the Frankfurt Abendpost, West Germany is becoming a sort of self-service, the sky-is-the-limit foreign aid supermarket.

The procession of African politicians to West Germany grows ever longer as word spreads through the African bush that the Germans are doling out foreign aid on a "help yourself" basis. Now the Bonn government proposes establishment of a full-dress government ministry to dole out economic assistance to the underdeveloped countries.

Opportunity

All of which spells golden opportunity to West Germany's hard-pressed coin machine manufactur-

ers. With the bloom gone from the German coin machine boom, the manufacturers are restlessly seeking expanded foreign markets.

A poll of leading German manufacturers find all in agreement that they can survive only by a vigorous expansion of export markets. And all agree that the future "jackpot" market (as one manufacturer put it) is Africa—"black Africa."

German producers are eyeing the parade of African political leaders to Bonn for the foreign aid handout with a contemplative mien. The more enterprising producers are seeking African foreign aid tie-up deals, whereby coin machine producers can share in the largesse being doled out to African nations by the Bonn government.

The consensus of the trade is that this largesse is only beginning, and that it will steadily increase until Africa becomes West Ger-

many's single most important overseas market. Most German coin machine manufacturers believe that Africa can become an important coin machine market within a relatively few years.

Ironically, the Germans profit from the fact the Allies stripped the Kaiser of his colonies after the first war, and still more amazingly, from the Nazi rule. Because they have no African colonies, and because Hitler fought France, Britain, and Belgium, the Germans enjoy preferred commercial status in black Africa as an "anti-colonial" nation.

For example, phonograph records of Hitler's speeches and of the Nazi Party rallies at Nuremberg are in demand throughout Africa. For a time the Horst Wessel Lied, in a reworded singles version, was an African juke box top tune.

German Missions

German phonograph manufacturers have had trade reconnaissance missions in Africa for several years now. These missions have plotted aggressive sales campaigns to be put in force as soon as the political situation stabilizes on continent.

These various surveys indicate that the economic development of Africa is far enough along to support a substantial volume of juke box imports. Prospects for games are promising, too.

The sales manager of a firm which has just had a man in Nigeria reported, "There is already a good juke box market in Africa. The trouble is with us, with a lack of salemanship. If we invested the same amount of effort in the African market that we have in other areas, for example Latin America, we would have a big trade going now, and, I dare say, a more profitable one."

German sales survey in Africa make these points:

1. Needed is a compact, rugged box requiring a minimum of servicing and maintenance, but having eye appeal—lots of chrome, bright colors and racy lines.
2. Air shipment must be arranged for everything from box to parts, and provision must be made for on-the-spot training of servicemen.
3. It is desirable to utilize Africans to the maximum possible extent in African phonograph sales operations, and these operations must be adjusted to the African mentality.
4. There must be extensive adaptation and improvisation to meet African conditions. For example, boxes to be sited in the bush must be equipped with gasoline generators providing an independent power supply for the box.

"But it's all worth it," the sales manager concluded. "The wealth in Africa is staggering. It could become a fantastic phonograph market. After all, those boys are sitting on diamond fields and gold mines, and there is nothing that suits the African temperament more than a juke box."



South

Memphis Memos: Veteran operator Milo Solomito has a son, Milo Solomito Jr., 25, who is a nuclear physicist working for the government. He is conducting top-secret high-priority nuclear experiments at an atomic power laboratory at Schenectady, N. Y. The local afternoon paper, Memphis Press-Schimitar, ran a series of articles recently quoting him on fall-out shelters, how to build them, stock them, etc.

Drew Canale, Canale Amusement Company, has been attending some Tennessee football games this fall to see his three nephews, George Canale, Frank Canale and Whit Canale, play. All are on the Tennessee squad and a fourth, Justin Canale, will be playing for Mississippi State University next fall. . . . George Sammons, president of Sammons-Pennington Company, was on a swing through Arkansas last week calling on operators.

Quite a few Mid-South operators were seen in Memphis recently buying supplies and equipment. They were: Joe Lavene, J. P. Lavene Company, Clarksdale, Miss., and his route manager, John Rogers; Joe Michie, Gay Amusement Company, Blytheville, Ark.; H. L. Hopkins, Hopkins Amusement Company, Fordyce, Ark.; Manuel Caras, Caras Music Company, Pine Bluff, Ark.; Mahon Jones, Jones Music Company, Holly Springs, Miss.

Also seen in Memphis were: Dee Brasell, Water Valley Music Company, Water Valley, Miss.; Lloyd Barber, B. & C. Music Company, Forrest City, Ark.; Bill Poland, Poland Amusement Company, Forest City, Ark.; Marvin Suttle, Suttle Amusement Company, Cleveland, Miss.; Melvin Lapedes, Lapedes Amusement Company, Osceola, Ark., and Clarence Spain, Spain Amusement Company, Tunica, Miss.

Earl Montgomery, secretary-treasurer, and Alan Dixon, general manager of S & M Distributing Company, are back from a two-week all-expense paid trip to Puerto Rico, which they won for selling their quota of juke boxes. They report they had an enjoyable time sightseeing and fishing. . . . William V. Forsythe, Forsythe Amusement Company, is up and about some now. He is recovering from a wreck in Tallahassee, Fla., three months ago. Somebody ran into him.

J. Tunkie Saunders, president of Memphis Canteen Company, a 40-year-old well-to-do eligible bachelor around town for years, is now that no longer. He wed a Memphis socialite in Rome, Italy, recently. . . . Jo Cuoghi, partner in Poplar Tunes Music Service and an official of Hi Record Company, is coming out soon with another LP album by Bill Black's Combo. Elton Whisenhunt.

Model Vending Registers All-Time Sales High Topping 1961 Figures

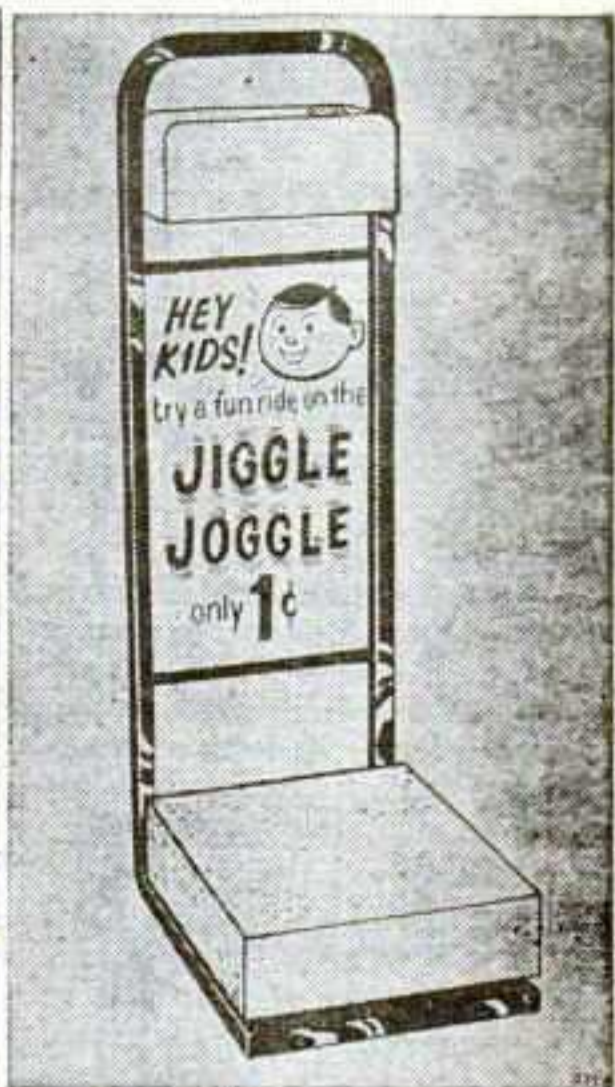
PHILADELPHIA—Model Vending, Inc., operator of full-line automatic merchandising installations in New Jersey, Pennsylvania and Delaware and Philadelphia Wurlitzer distributor, reported that sales for fiscal 1961 set an all-time high. Sales were \$2,024,506, compared with \$1,882,095 for the previous year. Net income of \$28,288, however, was down slightly from \$30,117.

However, Edward Balin, Model president, said that the rate of climb for last year's sales was not a true indicator of the company's potential. He pointed out that heavy

snow storms last winter closed many industrial locations in which Model has equipment, while snow-clogged streets tied up service vehicles.

On July 24, the company's treasury was enriched by \$472,500 from the sale of stock to the public. As the fiscal year ended on July 31, the effects of this additional capital are not reflected in the report. Since the end of the fiscal year, Model has acquired several full-line vending companies and plans to acquire more.

In addition to full-line vending, Model also operates juke boxes and coin-operated amusement devices.



JIGGLE JOGGLE is the name given by Solupak, Inc., Minneapolis, to its new kiddie ride. It is a conversion of Vibra-Laxer, a vibrator for adults. Suggested list price is \$189. The unit, measuring 48 inches by 13 inches by 8 inches, is available with 1-cent, 5-cent and 10-cent meters.

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Arkansas Court Rules Tax On Juke Box Take Illegal

LITTLE ROCK — Collection of sales tax on juke box revenues are illegal, according to a ruling handed down in Arkansas Chancery Court. The State had been collecting such taxes since 1937.

The case was brought to the fore by C. E. Tolliver, who operates a route out of Trumann, Ark. The State is attempting to collect \$2,788.98 in sales taxes from Tolliver.

Tolliver challenged the tax collection, and that challenge was upheld in Chancery Court. Chancellor Gene E. Bradley said the State Revenue Department had no right to collect the taxes on the basis of the tax law. He pointed out that had the Legislature wanted juke boxes taxed, it would have named them in the State Tax Law.

He directed the Revenue Department to void a certificate of indebtedness filed against Tolliver. Tolliver had claimed that the certificate was a cloud on his property.

Tolliver argued that as a coin-operated machine operator, he pays a \$250 privilege tax on each machine, local taxes, a \$5 stamp tax on each machine, \$2.50 for each machine, \$2.50 for each remote loud speaker, and State income tax on his earnings.

The State is attempting to recover taxes on \$84,515 on income earned from juke box revenues on the basis of 3 per cent, plus a 10 per cent penalty.

Last week the Revenue Department appealed the Chancery Court ruling to the Arkansas Supreme Court.

Legality of 'Free Games' is Mulled

PITTSBURGH — Pennsylvania's Superior Court has been asked to rule on the legality of coin-operated amusement machines that accumulate free games.

During argument here, Cumberland County Assistant District Attorney Richard C. Snelbaker contended the holding device makes the machine "almost identical to the multiple coin aspect" which has been outlawed by court order. The case on trial involved six

machines seized by State Police during a raid on American Legion Post 109 in Mechanicsburg last December 2.

Variety Argument

Variety Amusement, owner of the devices, contended they are strictly for amusement in contesting a Cumberland County Court order for their destruction as gambling devices.

Snelbaker said the holding device for accumulation of free games is the same as the multi-coin principal because "a player is using the results from the first game on the second, thus enhancing his chance of winning, but it requires an additional expenditure on behalf of the operator."

Attorney C. Russell Welsh Jr., representing Variety Amusement, argued that none of the features of a multi-coin machine was present, adding that while players could receive free games "no player of these machines was even given money or merchandise in exchange for free games or high score."

No Evidence

Both lawyers agreed that the Commonwealth presented no testimony or evidence to show that gambling was involved in the seizure of the machines. Snelbaker said this was not necessary.

The court was told that the machines could be converted into coin pay-out devices, but that special equipment was needed for such conversion. The court took the argument under study.



ALOHA

Hawaii Theme Featured on Gottlieb Game

CHICAGO—A happy Hawaiian vacationland theme is featured in Gottlieb's new two-player pinball game called Aloha. Players can earn twin double-bonus scores up to 400 points.

Combined bonus values can be scored by hitting the ball into one of several drop-in holes which score double when the bonus values are lit.

Other features: (1) Kick-out holes score bonuses up to 100 points; (2) top rollovers light corresponding colored pop bumpers for high score; (3) match feature and three or five-ball play.

The game is housed in Gottlieb's modernistic cabinet, has stainless steel mouldings and chrome corners.

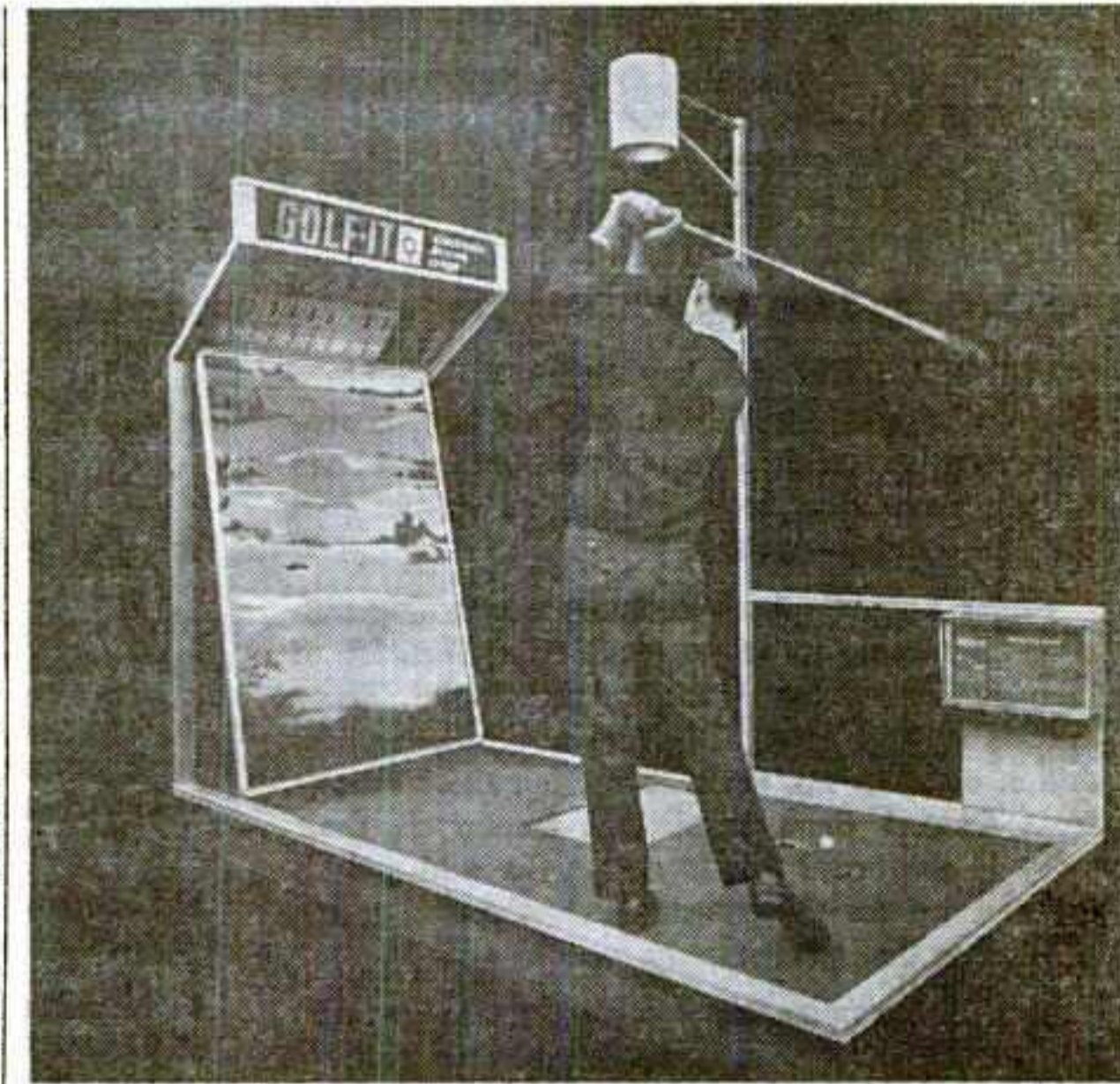
West Virginia Op Assn. to Vote On Addition of Vending to Name

OAK HILL, W. Va.—The Music Operators of West Virginia, one of the nation's strongest State juke box associations, will probably change its name to the West Virginia Music & Vending Operators Association.

The issue will be voted on December 15, when the group meets at the Ruffner Hotel, Charleston. Actually, many of the juke box operators are already in cigaret vending, while others have diversified into other lines of automatic merchandising.

John (Red) Wallace, of the MOWV, and Norman Tweel, Huntington cigaret operator, have been named to the advisory and liaison council of the State Tax Commission.

The two operators were named as representatives of the juke box



GOLF-IT gives the player the sensation of hitting a live golf ball, although the ball never leaves the tee.

New Coin Golf Game Measures Player's Drive Electronically

CHICAGO—The Victor Electronics Corporation introduced Golf-It, a coin-operated golf game, at the annual convention of the National Association of Amusement Parks, Pools and Beaches at the Sherman Hotel here Sunday (26).

According to S. G. Altman, VE president, the machine is based on electronic computer systems used in missile tracking devices. The path of the golf drive is charted, with distance and direction indicated. The player is also told if he has hit a hook or straight shot.

The game uses a fixed ball on a tee which arcs out and downward when hit. This action triggers the electronic switches, which, in turn, indicate the path of the ball. Although the ball never leaves the tee, the effect is similar to that of hitting a live ball.

Cumulative Yardage

Players desiring to test their skill can aim for one of the three greens on the fibreglas 'fairway' nine feet away. In addition, a totalizer indicates cumulative yardage during the play. The coin-operated mecha-

nism allows nine shots in a maximum of three minutes for 25 cents. Golf-It requires a space nine by 14 feet, but no special bolts or installation are necessary.

"We expect Golf-It to appeal to the average golfer who will use it for practice and improvement as well as the non-players who will swing at it as a test of strength," said Altman. "Either way we expect a lot of popular interest because there are more than four million active golfers in the United States today."

In addition to bowling alleys, amusement park centers and recreation centers, Victor Electronics envisions Golf-It machines will be in use at motels, hotels, resorts and even on cruise ships. Other potential locations for Golf-It are being surveyed by the company.

Mrs. Bertha Foster Ill

DENVER—Mrs. Bertha Foster, head of the bulk vending firm of Foster-Gibbons Company here, is seriously ill in Beth Israel Hospital here. Mrs. Foster is the Denver area's only woman bulk operator, maintaining a string of over 500 machines in South Denver and suburbs.

and cigaret vending industries to meet with the State tax commissioners and discuss possible revisions of the tax laws.

Current West Virginia law provides for a per-machine tax of \$5 a year on juke boxes. It is one of the few States with such a tax.

Automatic Reports Regular Dividend

CHICAGO — Automatic Canteen Company of America directors voted the regular quarterly cash dividend of 15 cents per share payable January 2, to holders of record December 15, according to an announcement last week by Frederic L. Schuster, board chairman.

FOR SALE!	
CC Princess B/A	\$895.00
CC Queen B/A	645.00
CC Players Choice	395.00
CC Classic B/A	245.00
CC TV W/rollover B/A	245.00
Bally Champion B/A	295.00
Bally Striker B/A	165.00
United Bowling Alley B/A	125.00
Bally Bowling Lane B/A	125.00
CC Bowling League S/A	125.00
CC Rod Pin S/A	395.00
Bally Official Jumbo S/A	495.00
Bally Lucky Shuffle S/A	275.00
Un Handicap S/A	175.00
CC Championship S/A	175.00
Un Regulation S/A	150.00
Bally ABC S/A	150.00
CC Drop Ball	95.00
CC Rocket Shuffle 1P	65.00
CC Rocket Shuffle 2P	95.00
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Evade Philippine Law By Bringing Juke Sets In as Personal Effects

By LUIS MA. TRINIDAD

MANILA—While the importation of juke boxes to the Philippine Republic in finished form is prohibited by Central Bank regulations, smugglers have found a convenient dodge to bring music machines into the country—tax free.

Under Republic Act No. 2252, a returning resident may bring in as personal effect, articles of merchandise purchased and/or used abroad. These articles may be brought in free of taxes, customs duties, etc. The law seeks to exempt these articles from Central Bank regulations insofar as their entry is concerned provided that the said articles are destined for the personal use of the returning resident or that of his family.

Capitalizing upon this provision of the law, certain parties have been, and still are, able to bring in juke boxes, despite the law and Central Bank regulations.

Under existing Central Bank regulations, importation of juke boxes in finished form is prohibited. This regulation is circumvented by resorting to the following procedure:

Personal Effects

With fictitious names as consignees and by pre-arrangement with certain firms in the United States, juke boxes are shipped into the country as personal effects. When the juke boxes are shipped, the coin mechanisms are eliminated. These are shipped separately by parcel post.

This trick is presumably to take away the commercial characteristics of the juke box which is then passed on as hi-fi phonograph set.

This tactic, to be sure, is too flimsy and if the law on personal effects were rigidly imposed, these

attempts could be easily thwarted. It is incomprehensible how a juke box could be allowed to enter as a "personal effect for the consignee's use or that of his family," as RA No. 2252 requires.

Hi-Fi Sets

It is a common knowledge that standard hi-fi sets are available in numerous brands in the foreign market and they do not, by any stretch of the imagination, come near both in appearance and use to a juke box. A juke box is a phonograph manufactured primarily for commercial purposes; it has never been intended for home use and it is inconceivable that a person would like to have one in his house.

Up to this very day, one has yet to see a juke box being used in any home.

In order to take full advantage of the privilege granted under RA No. 2252, the "importer" undervalues the shipment to such an amount that will insure the payment of just a fraction of the taxes, customs duties, etc., that would normally be due if the importation were legal.

Set of Parts

This negligible amount is further reduced to practically half by conveniently throwing inside the crate or inside the machine itself, an extra complete set of parts which, by providing a cabinet, can easily be assembled into another unit.

This practice is hurting not only the legitimate importers, but also the government which is losing thousands of pesos in the form of uncollected duties, taxes, etc. Moreover, it stymies all the efforts of the Central Bank to regulate the importation of juke boxes in the country.

Many of these juke boxes are now in actual operation in Manila and suburban towns and it should be easy for the government authorities to check into them.

Banner Moves To Large, New Coin Quarters

PHILADELPHIA—Banner Specialty Company will move to new quarters on coin row December 18, it was announced last week by Jim Ginsberg, executive head of the distributing firm.

Now at Fifth Street near Girard Avenue, Banner will move to 1641-45 N. Broad Street.

At present, Banner is sharing quarters with the Macke Variety Vending Company, but due to the growth of the two firms, each now needs separate quarters, Ginsberg explained.

He said he will expand the staff as soon as Banner begins working out of its new quarters. "The move will enable us to increase service to the operators," Ginsberg said.

Banner also operates a branch in Pittsburgh.

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PHONOGRAPH

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AMI Wall Boxes, 200 Sec.	57.50

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State Music Distrib Offers Money-Making Machine Sales Guarantee

DALLAS — A coin machine merchandising method which is proving to be highly successful financially for State Music Distributors consists of a money-making guarantee on every machine which that Dallas-based distributor sells to the operator.

Tommy Chatten, sales manager for State Music, said that this is the first time in the history of the business that such a guarantee has been made.

The tests themselves are for varying periods of time, 30, 60 or 90 days, depending on the type machine, and they are based on the earnings of other machines which are already established on the test location.

"So far, very few of the machines which we have tested have failed to show a profit," Chatten added.

Some Fall Test

However, there are those few which fail the test. He said that there is no sense in allowing these few which do not make good to be put on the market, because there will always be other games, games which can meet the test successfully.

As for the machines which don't prove out on the location tests, some few have been found to be the type which would probably be financial successes on the foreign market. Those are exported. (Continued on page 40)

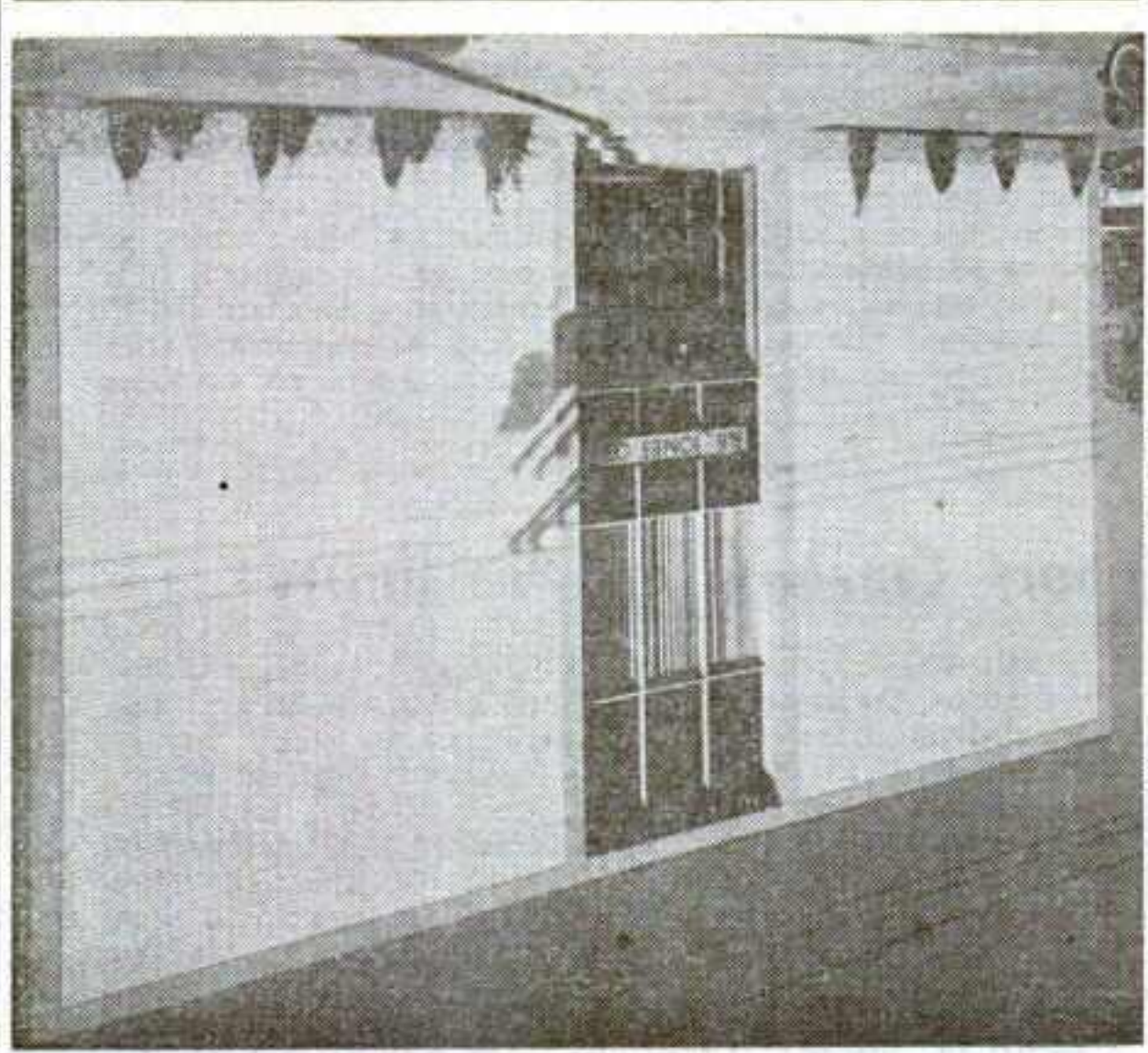
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We know the requirements of all foreign countries. Our service and co-operation are the best available. Our prices are most competitive.



SEVERAL HUNDRED OPERATORS and local dignitaries attended the opening recently of R. F. Jones' new quarters in Salt Lake City, featuring a plush, new modern building and complete parts, showroom and service facilities.

SIGNED, SEALED AND DELIVERED



FIGHT TB WITH CHRISTMAS SEALS

ANSWER YOUR CHRISTMAS SEAL LETTER TODAY



ANOTHER
REASON
WHY THE
ROCK-OLA
Princess
PHONOGRAPH
IS YOUR BEST BUY

look to ROCK-OLA for advanced products for profit

PERSONALIZED
TITLE BAR

Juke Boxes a Potent Political Weapon

LISBON—Henrique Galvao, who hijacked the Santa Maria last January and an airliner this month, has mounted a juke box "war" against the Portuguese regime of Antonio de Oliveira Salazar.

Galvao is producing phonograph records with anti-Salazar propaganda messages larded among the lyrics. The records are masked as ordinary juke box disks, and are smuggled into distributors' record stocks and, in what is becoming the most effective procedure, directly onto the machines.

The effect is startling. A neutral source explained the scene in a downtown bar when one of Galvao's disks was unwittingly played. "The record was a current hit, and it started out just like the genuine recording, but then there was a slight interruption in the lyrics, and they shifted completely to a satire of the Salazar regime, ending with the prophecy that the government would be overthrown before next spring.

Effect Devastating

"The effect was devastating. There was a policeman and two soldiers in the place at the time. The policeman reached for his gun, then saw there was nobody he could really draw it on, and he looked at first helpless and then foolish.

"The two soldiers looked around nervously as if wondering what, if anything they should do. They look to the cop for orders, but he just sat there staring sort of bemused. The soldiers finally got up and left.

"By this time the cop had regained his senses. He ordered the proprietor to turn off the juke box, and then he took him to the station for questioning. But it was all news to the proprietor, as he was

able to convince the police. So they had to release him."

Sympathy Gesture

It is an open secret at many—perhaps most—locations the proprietor, when able, deliberately ignores the anti-Salazar disks in a gesture of sympathy with Galvao.

It is understood that Galvao's supporters are producing the disks at Tangier. Propaganda messages are inserted into takes of standard top-tune pressings. The doctored disks are being smuggled into Portugal by the hundreds aboard fishing craft and then distributed throughout the country.

They are clandestinely—sometimes openly—put on machines by pro-Galvao disk shop employees and juke box maintenance personnel. They are also slipped on by Galvao "truth squads" who tour juke box locations posing as customers.

On the Run

One of Galvao's supporters explained, "We have Salazar on the run and we are trying to increase the sense of panic. The easiest way to produce panic to create the impression that the enemy is everywhere and invincible.

"We have concentrated on unusual gimmicks to dramatize our crusade against Salazar. The hijacking of the Santa Maria was a great success in focusing world attention on our movement, and it filled Salazar with panic.

"The same was true when we hijacked the airliner the other day as it approached Lisbon from Casablanca. That time we dumped thousands of anti-Salazar leaflets from the plane, but the next time it might be phonograph records. Who knows?"



SHIPMENTS BEGAN last week on Chicago Coin's Red Dot Bowler. Six different games, two brand new, Red Dot and Super Strike, are featured on the six-player bowler. See details (BMW, Nov. 20).

SEE
AMI
COLOR
INSERT
CENTER FOLD
POSITION

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

NATIONAL IS SHIPPING
ALOHA
THE NEW GOTTLIEB 2-PLAYER THAT SAYS "HELLO" TO MORE PROFITABLE PLAY! FEATURE-PACKED! ACTION-FILLED! EXCITING PLAYER APPEAL!
ORDER NOW!

WANT TO BUY
GOTTLIEB 1-PLAYERS:
SHOWBOAT—FOTO FINISH—KEWPIE DOLL—DANCING DOLLS—WAGON TRAIN—SUNSHINE—ROCKET SHIP—ROTO POOL—QUEEN OF DIAMONDS
GOTTLIEB 2-PLAYERS:
FLYING CIRCUS—MERRY-GO-ROUND—CAPT. KIDD—LITE-A-CARD—MADEMOISELLE—AROUND THE WORLD—ATLAS—RACE TIME—GONDOLIER—PICNIC—WHIRLWIND
GOTTLIEB 4-PLAYERS:
SWEET SIOUX—TEXAN—CONTEST

ALSO WANT BALLY BINGOS
Send us your list.
Highest Prices Paid!
NATIONAL
COIN MACHINE EXCHANGE
1411-13 Diversey, Chicago 14, Ill.
BUckingham 1-8211

Say You Saw It in
Billboard Music Week



JOEL KLEIMAN, president, AC Automatic Services, Inc., parent company of the Jones distributorship, draws the winner of a new 20-column cigaret vender, grand prize given by AC Automatic at the opening of new Jones offices in Salt Lake City.

EUROPEAN NEWS BRIEFS

Continued from page 32

by standardizing basic parts and accessories common to all boxes. The idea is to reduce production costs and simplify manufacture and maintenance—but not to eliminate competition. Manufacturers would continue producing separately-styled models on a competitive basis. But production which contributed nothing to competitive advantage would be standardized. It is believed that all producers would benefit from standardization, which would cut basic production costs and stimulate sales generally by simplifying servicing and maintenance for all boxes with standardized parts. In effect, participating producers would gain a sales edge, at least in theory over outside—meaning primarily American—competition.

Report Cinebox Ad Possibility

MILAN—Experimentation so far suggests a bright future for Cinebox, the so-called "pushbutton movie," as an advertising sales medium. More enthusiastic operators even believe that the box may eventually produce more revenue through advertising than by coin collections. Cinebox, which is being sold in the U. S., is essentially a complete self-contained high fidelity sound and motion picture theater with push-button selectivity from 40 easily-changeable five-minute films. It is possible to show an unlimited number of thrilling and exclusive films not available in motion picture theaters and, in many cases, never before shown to the public. This fact generates tremendous advertising potential for the box. Advertising strips may be inserted into the films or run separately. There is also the possibility of meshing advertising with certain types of film material—and charging the advertiser accordingly.

ADVERTISING IN
BUSINESS PAPERS
MEANS BUSINESS

Say You Saw It in
Billboard Music Week



LUCKY HOROSCOPE
5c, 10c, or 25c Play
✓ National Coin Rejector in each chute
✓ Two Coin Returns
✓ Easy to Load—Holds approx. 1,000 tickets
Size: 18' x 8' x 6" Wgt. 20 lbs.
MID-STATE CO. 2371 Milwaukee Avenue
Chicago 47, Illinois
Phone: Dickons 2-3444

PRICES REDUCED

BIG BALL BOWLERS

Bally Challenger	\$550
Pan American	450
CC King	375

MISCELLANEOUS

Candid Camera, new	\$ 50
Skill Cards	65
5 Bally Bikini, new	Phone
5 Bally Skill Roll	50
5 Bally Bike Kiddy Rides	350
Rock-Ola Model 1455	295

GUNS, ARCADES, SHUFFLES

1 CC Shoot the Clown	\$200	League Leader	
1 Wms. Hercules	260	Baseball	\$ 75
3 Shoot the Bear	100	Motorama	150
1 B. Derby Gun	225	Bally Official Jumbo	425
4 B. Moon Raider	225	Bally Monarch	375
1 Un. Sky Raider	150		
5 Mdwy. Shoot'g Gallery	275		
Western Trails (New)	Phone		

25 POOL TABLES WITH SLATE TOPS, \$75.00 & Up

Send for our list of Vending Machines . . . Cold Drink . . . Hot Drink . . . Cigarette . . . Candy.

WANTED IN TRADE
Bally Bingos and Bally Lottafuns.
REDD DISTRIBUTING COMPANY, INC.
126 Lincoln St. Algonquin 4-4040
Brighton 35, Mass.

DAVIS
GUARANTEED
PHONOGRAPHS
AT NEW LOW PRICES
SEEBURG

222	\$699
201	599
VL 200	299
HF 100 G	299
100 W	269
M 100 C	199
M 100 B	149

WURLITZER

2150	\$289
2100	289

AMI

Continental 200, like new	Write or Call
Lyric 100, like new	\$549
G 200	179
H 200 Hideaway	179
E 120	95

Terms: 1/3 deposit required

WORLD EXPORT
WESTERN EXPORT
DISTRIBUTING
Davis Corp.
Exclusive Seeburg Distributors
738 East Erie Blvd.
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Phone: GRanite 5-1631

GIVE TO DAMON RUNYON CANCER FUND

Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES

IMPORTERS
SEND FOR **FREE**
56-PAGE ILLUSTRATED
1961
CATALOG

FIRST COIN MACHINE EXCHANGE
Joe Kline & Wally Finke
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500



TRI-STATE AMUSEMENT COMPANY, headed by Edward P. Martell, had the honor of furnishing American Shuffleboards for the Moose Shuffleboard Tournament held recently in New Britain, Conn. Teams from five New England States competed. Top prize was won by the representatives from Waltham, Mass., Jim Barrows, Joe Rigoli, Mal Collett, Roy Pearson, Bill Burns, Ernie Clark, Jack Kelly, captain; Rusty LeLievre, Jumbo Vallely and Tim Muise.

ROANOKE VENDING EXCHANGE, INC.
4930 West Broad Street Richmond, Virginia
Phone: ATLantic 2-4221

CALL—WRITE—OR WIRE for your needs

MUSIC	ARCADE
AMI G-200\$245.00	Bally Moon Raider\$295.00
AMI H-200 450.00	Bally Spook Gun 235.00
Seeburg 222 795.00	Bally Little Champion Horse 450.00
Seeburg Q-160 Write or Call	Bally Trolley 450.00
Seeburg M100W 250.00	C. C. Shoot the Clown 375.00
Seeburg M100HFG 250.00	Genco Motarama, New 250.00
Seeburg 220, 100 sel. 775.00	Used 200.00
Seeburg "C" 200.00	Genco Space Age (New) 250.00
Wurl. 2000 350.00	Genco Sweet 21 (New) 100.00
Rock-Ola 1455 395.00	Genco Championship Baseball 125.00
Kays Melody Tower, New 99.50	Genco Flying Aces 250.00
Used 65.00	Midway Bazooka Gun 325.00
BOWLERS & SHUFFLE ALLEYS	Mutoscope Voice-o-Graph 995.00
C. C. TV Bowler\$250.00	Mutoscope K. O. Champ 225.00
C. C. Drop Ball 250.00	Mutoscope Photo 250.00
C. C. World Series 250.00	United Jungle Gun 145.00
C. C. Bowling Team S/A 125.00	United Sky Raider Gun 195.00
C. C. Rocket Shuffle 100.00	Wms. Ten Strike 150.00
Genco 6-Player Skill Ball 75.00	Wms. Jumbo 6-Player Ten Strike .. 195.00
Wms. Roll a Ball, 6 pl. 75.00	
VENDING	MISCELLANEOUS
Royal Cig. Vendor, 17 col. (new) ...\$225.00	Midway Red Ball\$225.00
	Midway Joker Ball 225.00
	Bally Beauty Contest 150.00
	Bally Tropic Queen 195.00

Ohio Venders Assn. Meeting December 4
CLEVELAND — The Ohio Venders Association, bulk vending operator association, holds its next meeting at the Plantation Room of the Coach House Restaurant, Route 42, Strongsville, O., at 1:30 p.m., Monday, December 4. Members and non-members are invited to attend the luncheon meeting. Any operator who would like to attend is requested to drop a line to Joseph Rades at the Ohio Venders Association, 4324 Ridge Road, Cleveland.

State Music Distrib
• Continued from page 38
Most, however, are kept by State Music Distributors and the loss is accepted for the greater gain. In the tests themselves, four games of each model are used on actual locations and in different locations. "If the particular model being tested does not prove out," Chatten said, "we would rather take the loss on the four than to market the machines and let each operator take a loss on the machines he bought."

WURLITZER
2500
ULTIMATE IN
Automatic
MUSIC

Williams
Road-Racer

accepted by every type of location

LOW PRICED

A REALISTIC TEST OF TRUE DRIVING SKILL THAT GETS AND HOLDS FREE-SPENDING CROWDS!

Williams
ROAD RACER



This is Williams Road Racer—the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way . . . fast.

PACKED WITH ACTION!

Words and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady, repeat patronage for Williams Road Racer. You must see it—try it—don't delay.

HOW IT OPERATES:

The driver tries to assume complete mastery of the red racing car when he drops the coin and takes the wheel. He must steer the car parallel with and to the right of center line and hit every third contact point straightaway or around sweeping curves to qualify as a "perfect driver". Pointer classifies the driver and tells his score in one minute's time.

Order Today

from your *Williams* DISTRIBUTOR!



WILLIAMS
ELECTRONIC CORP.
4242 W. FILLMORE ST. CHICAGO 24, ILL.

Juke Location Competition Wanes Among Operators in Denver Area

DENVER — Competition for long-established locations is on the wane. Because of the Colorado capital's booming economy, with scores of new businesses making their bow every month, the competition is brand-new locations

New Eppy Charm Mixes Deb

NEW YORK — A pair of new charm mixes were introduced to the bulk vending trade last week by Samuel Eppy and Company. "Bargain Mix" says Eppy "contains something of everything; all kinds of fill series, all kinds of gimmicks, actually 'hundreds of varieties' averaged out on a price-slashed basis." Bargain mix is priced from \$3 to \$4 per 1,000.

"Rocket Mix" specializes in big gimmicks including the drum, space ship, penguin, clown, watches, man-in-tub, ice cream sodas, flower pots, bottle necks and plated furniture. Price is \$10 to \$12.50 per 1,000.

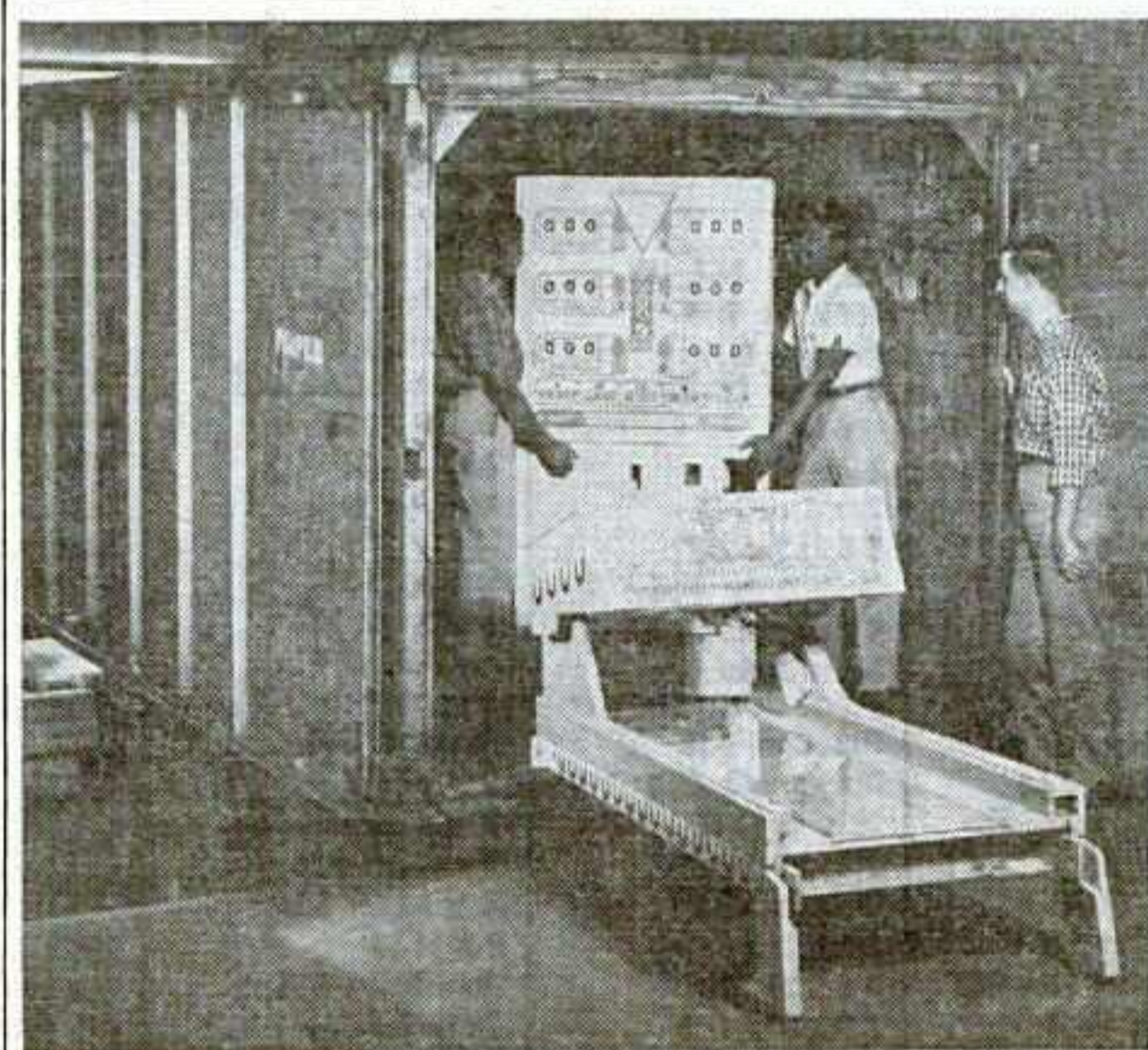
opening in such numbers that most operators are buying new phonographs, new amusement machines for stops long before the restaurant, cocktail lounge, bowling alley, or similar spot is completed.

The net result has been far more harmonious relations between operators, and not a single case of jumping has been reported since late 1960.

Almost completely absent from new location arrangements is front money, the leases which were in fashion a few years ago, or space rentals. Few operators today are

able to get 60-40 location splits as well, most of them having had to settle for the straight 50-50. The only exceptions are in elaborate new restaurants, and bars, which had heretofore refused to permit installation of any phonograph at all. Some have been sold on stereo installations, and are willing to take a 40 per cent commission in recognition of the high cost of extra speakers, wiring, stereo records, etc.

Such old-time operators as Frank Huber, Glenn Pierce, Johnny Knight, Sam and Dan Keyes, have been uniformly pleased to find that frequently they receive entirely unsolicited calls for phonographs, almost as soon as a future location owner has finished plans and registered intent to build.



ROYAL DISTRIBUTING COMPANY, Cincinnati, reports strong sales of Chicago Coin's Continental bowlers as another trailer load arrives.

BUY WITH CONFIDENCE

SHUFFLES & BOWLERS	KIDDIE RIDES	GUNS
United 5 Way \$595	Bally Champion \$395	Exhibit Space Gun \$ 95
United Dolphin 648	Toonerville Trolley ... 475	Exhibit Gun Patrol 125
C. C. Red Pin 345	Boat Ride 250	Exhibit Six Shooter ... 125
United Six Star 275	Donald Duck 250	Exhibit Pop Gun Circus 275
Queen Bowler 625	Exhibit Big Bronco ... 325	Genco Big Top 195
Bonus Bowler 395	Elsie the Cow 195	Genco Super Big Top .. 225
Duplex Bowler 495	Ferdinand the Bull .. 195	Genco Sky Gunner 125
C.C. Classic 250	Fire Engine 395	Genco Nite Filter 195
Bally Champion 250	Motor Cycle Ride 395	Keeney Sportsman 195
Bally Tournament ... 195	Junior Jet 175	Keeney Ranger 195
Rocket Shuffle 95	Red Nose Reindeer ... 225	Keeney Air Raider 150
	Round the World 295	Bangorama 125
	Trainer 295	Atomic Bomber 100
	Rocket Ride, new, w/sound Write	Sky Filter 125
	Sandy Horse 375	Midway Bazooka 295
	Twirly Bird, new, w/sound Write	Midway Shooting Gallery 335
	Old Smokey 350	Midway Del. Shooting Gallery 435
	Scientific Boat 295	United Sky Raider 225
	Twin Animal Ride 225	Wms. Safari 195
	Drive Yourself Mobile 325	Wms. Vanguard 295
	Auto Test Drivemobile 425	Wms. Hercules 325
	Turnpike Auto Test Deluxe 675	

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

CLEVELAND COIN
MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

M. S. GISSER
Sales Manager

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

★
UNITED MANUFACTURING CO.
8401 N. California Ave., Chicago 18, Ill.

NEW! Valley DELUXE 6-POCKET

NEW DESIGN! NEW MECHANISM!
3 SIZES: 75x42, 84x47, 90x50. MAHOGANY AND WALNUT

Ask your distributor for a demonstration, or write or phone direct for information.

VALLEY SALES CO. A DIVISION OF VALLEY MFG. CO.
333 MORTON ST., BAY CITY, MICHIGAN TWINBROOK 5-8587

GIVE TO DAMON RUNYON CANCER FUND

Say You Saw It in Billboard Music Week

Exotic! Exciting! Positively Irresistible



GOTTLIEB'S
2
PLAYER

Aloha



Stacked with Player Appeal! Profit!

- Twin double bonus scores up to 400 points
- Drop-in hole scores combined bonus values; double bonus values when lit
- Kick-out holes score bonus up to 100 points
- Top rollovers light corresponding colored Pop Bumpers for high score
- Stainless steel mouldings • Chrome corners
- Match feature • 3 or 5 ball play

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



SEEBURG

ARTIST OF THE WEEK

Week of November 20—

LES BROWN—The Lerner & Lowe Bandbook
(Columbia)

HANK THOMPSON—An Old Love Affair
(Capitol)

Week of November 27—

CARMEN CAVALLERO—Dancing in The Dark
(Decca)

**RAY CHARLES & BETTY
CARTER** (ABC-Paramount)

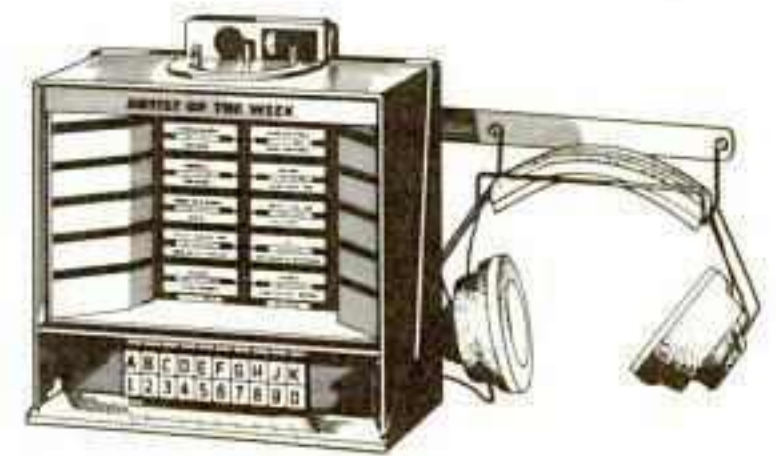


The New Seeburg
"ARTIST OF THE WEEK" WALL-O-MATIC
STAGES YOUR GREAT MUSIC LIKE A MINIATURE THEATER!

The Seeburg Wall-O-Matic "100" is a brightly lit, persuasive *music salesman*. With the Seeburg Artist of the Week phonograph, it stages each week's new artist, generates more plays, more revenue.

Add the fabulous **KOSS STEREOPHONES** to the Wall-O-Matic "100," and you have an extra money-making accessory. (No coin—no music. No free rides!)

With Seeburg's out-in-front Artist of the Week programming of 33 1/2 *album singles* (*intermixed* with 45's), you and your locations are *selling* great music. Everyone profits.



The Seeburg Sales Corporation, Chicago 22.

*Double Eagle Bar,
Jacksonville, N.C.

SEEBURG

PERSONALIZED FOR YOUR LOCATIONS!

“Barbara
Nichols
has
a shape
that
will make
your eyes
bulge!”

COLEMAN - N. Y. MIRROR

“George
Gobel
scored
a
great
triumph!”

WILSON - N. Y. POST

“Sam
Levene
can
do
anything,
and
do it well!”

CHAPMAN - N. Y. DAILY NEWS



“LET IT RIDE!”
Broadway's
new hit musical.
Play another winner.
Order up today!
Original Cast Album,
exclusively on

RCA VICTOR

The most trusted name in sound

LIVING STEREO

THE ORIGINAL
BROADWAY
CAST
RECORDING



RCA VICTOR

JOEL SPECTOR
presents
GEORGE GOBEL SAM LEVENE
BARBARA NICHOLS
in
LET IT RIDE!

with PAULA STEWART
STANLEY GROVER • LARRY ALPERT • TED THURSTON

Book by
ABRAHAM S. SINNES • JAY COVINGTON & RAY EVANS

Based on a play by JOHN DUFFY HARRIS & GEORGE MURPHY

Directed by
STANLEY PRAGER

Scenes & Musical Numbers Staged by
ORNA WHITE

Set Design & Lighting by
WILLIAM S. JEAN ECKART

Costumes by
MAYNARD GIBSON • Musical Director
FRANK ALBERT

Orchestra by
DUTY NORTON • JAY BLACKTON • JERRY PACCKER • BUZZ COHEN

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